

RFA-2 APPLICATION
For a Category 1 or Category 2 Gaming License



Applicant: RAYNHAM PARK LLC

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INSTRUCTIONS

General

This RFA-2 Application Form (the form itself “Application Form”, and along with all attachments “application”) was designed by the Massachusetts Gaming Commission (“Commission”) as a vehicle for each applicant to demonstrate that it has thought broadly and creatively about creating an innovative and unique gaming establishment in Massachusetts that will create a synergy with, and provide a significant and lasting benefit to, the residents of the host community, the surrounding communities, the region, and the Commonwealth of Massachusetts, and will deliver an overall experience that draws both residents and tourists to the gaming establishment and the Commonwealth of Massachusetts.

This application has been broken up into eight sections: A. Background; 1. Overview of Project; 2. Finance; 3. Economic Development; 4. Building and Site Design; 5. Mitigation; B. Signature Forms; and C. Public Records. Sections 1-5 contain the main categories of information each containing its own criteria, which the Commission will focus on for purposes of evaluating the application. Each criterion is outlined on a separate page of the application. This has been done for purposes of ensuring an organized response by the applicant and facilitating a uniform review of all applications by the Commission.

The application may only be submitted by applicants that have received a positive determination of suitability from the Commission in accordance with 205 CMR 115.05(3) and that do not owe any outstanding investigatory or community disbursement related fees. The application must be completed in accordance with these instructions. Any discrepancies may result in a negative determination of administrative completeness.

To the extent that an applicant is a newly formed entity or to date has been a largely non-operational entity, any information required to be provided relative to past performance or general practice shall, at a minimum, be provided in relation to the primary controlling and/or operating entity of the proposed gaming establishment and/or its significant business units.

If an applicant is unable to comply with or respond to any part of the application it may apply for a waiver or variance from the Commission in accordance with 205 CMR 102.03(4) in advance of the filing deadline. Further, applicants are encouraged to request a pre-application consultation with the Executive Director and/or Commission staff in accordance with 205 CMR 118.02 by contacting the Executive Director in the manner prescribed on the Commission’s website: www.massgaming.com. The purpose of the consultation(s) would solely be to provide guidance or clarification to the applicant relative to the RFA-2 application and review/evaluation procedures. All communications from an applicant should be directed to the Executive Director or Commission staff. **At no time during the application process should any applicant, agent of the applicant, qualifier, or other associated individual contact a Commissioner directly.**

Instructions

This RFA-2 Application does not constitute an offer of any nature or kind to any applicant or its agents. The Commission is under no obligation to issue a license to any of the applicants. By submitting an RFA-2 Application, the applicant is deemed to agree to all of the terms of this process. In accordance with G.L. c.23K, §19, for Category 1 license applicants, “[w]ithin any region, if the commission is not convinced that there is an applicant that has both met the eligibility criteria and provided convincing evidence that the applicant will provide value to the region in which the gaming establishment is proposed to be located and to the commonwealth, no gaming license shall be awarded in that region.” In accordance with G.L. c.23K, §20, for Category 2 license applicants, “[i]f the commission is not convinced that there is an applicant that has both met the eligibility criteria and provided convincing evidence that the applicant will provide value to the commonwealth, no category 2 license shall be awarded.”

To the extent that anything contained in this application is inconsistent with any other guidance or policy related document issued by the Commission in the past, this application shall control. To the extent that anything contained in this application is inconsistent with any provision of 205 CMR or G.L. c.23K, the governing law shall control.

Please also be reminded as you complete this application that G.L. c.23K, §23(a) requires all licensees to file annual reports with the Commission:

“explicitly stating its progress on meeting each of the stated goals and stipulations put forth in the licensee’s original application. Failure to meet stated goals within a reasonable time frame, as determined by the commission, shall result in additional fees as deemed fair and reasonable by the commission. Failure to meet stated goals may also result in revocation of the license at any time by the commission.”

Terms used in the application shall be given their most logical, plain meaning in the context of the application. Use of the term *facility*, for example, should ordinarily be read to mean the *gaming establishment* as a whole including amenities unless the context suggests otherwise. The Commission reserves the right to amend or clarify this application at any time prior to the deadline for the submission of applications.

For each RFA-2 application, all of the Commission’s costs and expenses of the RFA-2 administrative proceedings pursuant to 205 CMR 118.01 through 118.06 shall be borne by the applicant. All such costs and expenses shall be assessed to the applicant and collected by the Commission pursuant to 205 CMR 114.04: *Additional fees for investigations.*

The Commission will utilize its website, www.massgaming.com, to provide notices of hearings, notice of amendment or clarification of the RFA-2 Application Form, general updates, and general information relative to the application process.

Filling Out the Application

The application is divided into five primary sections, each section containing questions relating to that section. The applicant should answer each question fully. While a cross reference to other sections within the application may be included as part of an answer to a particular question, a cross reference may not serve as the entire answer to any particular question. Please make sure to include the name of the applicant in the provided space at the top of the page for each question. Answering each question requires consideration the following:

- (1) **Response Box:** If a question calls for a written response, the written response should be attached as set forth in the instructions for “[Electronic Application Format](#)” and “[Paper Application Format](#).” The box below the question is intended for the applicant to provide a brief overview of the written response. In some instances, the application will specify certain information that must be contained in the overview. That brief overview will be considered public information and released in response to any public records request. The attached written response, however, will be withheld from disclosure only if it is subject to an exemption to the public records law. (See [Public Records](#) instruction). While the applicant is urged to be mindful of the public nature of the overview, it must ensure that it provides a full and fair summary of the written response. Failure to provide adequate responses may result in a negative determination of administrative completeness being issued for the application.
- (2) **Attachments:** Where a question calls for a document to be attached in response or if the applicant wishes to supplement its written response with a document or other exhibit of any nature, it may attach such documents and/or exhibits as set forth in the instructions for “[Electronic Application Format](#)” and “[Paper Application Format](#).” All attachments must be named and listed in the designated space on the corresponding Application Form page. If the same attachment is responsive to multiple questions within the application, a copy of the attachment should be attached to each question, not just cross referenced. Most questions will require at least one attachment representing the written answer to the question, but some will require multiple attachments. The number of spaces for listing attachments does not correspond to the number of attachments that the Commission is requesting, and no inference should be drawn from the number of such provided spaces. The spaces are solely included for the convenience of the applicant. If there are more attachments to a question than can be listed on the Application Form, mark the appropriate box indicating that there are additional attachments and provide an additional sheet, as attachment labeled “#-##-00”, listing any additional attachments.

Every question must be answered completely. If a question or portion thereof is not applicable, enter “N/A” into the appropriate space. All questions that applicants for a Category 2 license are not required to respond to have been so identified. Category 2 applicants may, however, provide a response to these questions.

Submission of Materials

The RFA-2 application must be submitted by the application deadline. The deadline for **Category 2 applicants is October 4, 2013 at 2 p.m.** The deadline for **Category 1 applicants for Regions A and B is December 31, 2013 at 2 p.m.** Pursuant to 205 CMR 118.01(3) the Commission shall have no obligation to accept or review an application submitted after the established deadline. The applicant must submit two hard copies of the application and one electronic version. The two hard copies, prepared in accordance with the [Paper Application Format](#) section of these instructions, must be submitted to the following address:

Massachusetts Gaming Commission
84 State Street, 10th floor
Boston, MA 02109

The electronic version, prepared in accordance with the [Electronic Application Format](#) section of these instructions, may be submitted either via removable storage media or electronic upload:

- (a) The first method requires that the applicant load the application materials onto one CD, DVD, or USB disk and submit it with the hard copies of the application. The Commission requires that the applicant provide only a single removable media disk.
- (b) Alternatively, the applicant may satisfy the electronic submission requirement by uploading the application materials to the Commission's server. Directions as to how to upload the application materials will be provided on www.massgaming.com as the application deadline approaches.

Electronic Application Format

Whether the electronic version of the application materials is submitted via removable storage media or uploaded to the Commission's server, the applicant must abide by the following:

- (a) The applicant must submit this original completed 236 page application that has not been printed, signed, and scanned, but with all answers electronically filled in, all attachments identified, and all necessary boxes checked. This version is being required so that it may be searched electronically by the Commission during the evaluation process. This document must be in the original PDF format as provided to the applicant and contain exactly 236 pages.
- (b) The applicant must also submit this completed 236 page application with all answers electronically filled in, all attachments identified, all necessary boxes checked, and all required signatures affixed. This version is identical to the document described in (a) above, but it should also be printed, signed, and scanned. This scanned document must be in PDF format and contain exactly 236 pages.
- (c) The applicant must submit each attachment as its own electronic file. No electronic file should contain more than one document. Each attachment should be in PDF format unless otherwise required. The file names of all of the attachments must be named strictly in accordance with the following rules:
 - The first portion of the filename must contain the section number of the question followed by a hyphen, then the question number with a leading zero for numbers under 10 followed by a hyphen, and finally the attachment number with a leading zero for numbers under 10. This portion must be exactly seven characters in total (“#-##-##”).
 - The file name should then contain the descriptive name of the attachment, in at most 20 characters.
 - The name of the attachment must not contain the name of the applicant.
 - The final portion of the filename should be the extension, such as “.pdf” or “.xls”.
 - The file name should correspond to the list of attachments on the Application Form.
 - If the attachment is confidential or whole or in part (i.e.- exempt from disclosure under the Public Records Law), then the filename must have the word “CONFIDENTIAL” in all capital letters placed directly before the file extension. Failure to include this label may result in the public release of the document. (See section [C. Public Records](#)).

Instructions

Although a PDF version of each attachment is required, in certain cases providing an alternative file format may be helpful to the Commission in reaching its decision. For example, where the applicant is required to submit tables of calculations, such as a pro-forma financial projection, it should be submitted in spreadsheet format so that the Commission may numerically analyze this information. The applicant may also, although not required, provide other documents such as videos, interactive documents, or physical models. These types of documents do not readily lend themselves to conversion into PDF format. For these documents, the applicant should provide both the document in original format, and a PDF file describing the existence of such a document within the applicant's application materials. The file name of the alternate format, if it is in fact a computer readable file, and the filename of the PDF format of the attachment should be identical excluding the file extension.

No electronically submitted document to the Commission may be password protected. If encryption is required during the transmission of the documents to the Commission, all documents must be placed into a single encrypted file container. The individual documents should not be encrypted separately. Examples of acceptable encryption include using a single ".zip" file containing all of the required documents or using an encrypted USB disk.

Electronic folders for organizing the submitted Application Form and attachments may be used but are not required. The applicant should ensure that the numerical prefix to all electronic files is correct. Physical folders or multiple storage media should not be used to organize the electronic version of the application.

Any attachments containing a table of calculations, such as a pro-forma financial projection, should be included in the electronic submission in a spreadsheet format, preferably Microsoft Excel ".xls" files.

The following is an example of select files of a properly organized application:

```
1-06-01 Answer.pdf
1-06-02 Agreement with Partner.pdf
2-11-01 Pro Forma Projections CONFIDENTIAL.pdf
2-11-01 Pro Forma Projections CONFIDENTIAL.xls
4-60-00 List of Additional Attachments.pdf
4-60-01 Answer.pdf
4-60-02 Diagram of Security CONFIDENTIAL.pdf
A-07-01 Owners of Applicant.pdf
Application.pdf
Signed Application.pdf
```

Paper Application Format

The applicant must submit two hard copies of the application. Each of the two paper versions of the application should be submitted in three ring binders, and each of the two copies will have a minimum of six binders:

1. Application Form, including all signature pages and public records chart, but no attachments
2. Overview
3. Finance
4. Economic Development
5. Building and Site Design
6. Mitigation

The first binder will contain a complete copy of the entire 236 page Application Form, filled out and signed, but with no attachments. This copy will be released to the public in its entirety in response to any public records request.

The remaining five binders will contain the answers and attachments to questions in each of the five sections. These binders should have copied in them the completed question page from the Application Form followed by all of the attachments identified in the attachment list on the question page. If the attachments for a section cannot fit in a single binder, that section may be split between multiple binders, but more than one section may not appear in a single binder.

Each binder must be clearly labeled with the applicant's name, the section name, and the words "Binder # of #" if multiple binders comprise one section.

Within each binder containing attachments, each attachment must be tabbed and the tab must be labeled with the seven character number of the attachment. This number is the section number followed by a hyphen, then the question number with a leading zero for numbers under 10 followed by a hyphen, and finally the attachment number with a leading zero for numbers under 10. This number will be exactly seven characters in total ("#-##-##"). The tabbed number and the number prefixed to the filename of the electronic version of the attachments should be the same.

If a certain attachment is better presented in a format that does not fit within a binder, provide a sheet in the binder identifying that the attachment is contained separately.

Introductory Presentation

Each applicant will be required to make an informational introductory presentation of its RFA-2 application to the Commission. The presentation is intended to afford the applicant an opportunity to provide the Commission with a roadmap of the contents of the application, explain any particularly complex information, and highlight any specific areas it desires. The presentations for applications within a region or category will all be held on the same day approximately 2 weeks after the application submission deadline. Each presentation will be limited to 90 minutes. The Commission does not anticipate asking questions of the applicant other than for purposes of clarification. The order of the presentations will be drawn by lot at a public meeting of the Commission.

Public Hearing

In accordance with [G.L. c.23K, §17\(c\) and \(d\)](#) and [205 CMR 118.05](#) the Commission will convene a public hearing in the subject host community relative to each application. The public hearing will provide the Commission with the opportunity to address questions and concerns relative to the proposal of a gaming applicant to build a gaming establishment, including the scope and quality of the gaming area and amenities, the integration of the gaming establishment into the surrounding community and the extent of required mitigation plans and receive input from members of the public from an impacted community. The Commission will send written notice of the public hearing to the applicant for a gaming license and to the city or town clerk of each host and surrounding community at least 30 days before the public hearing. The Commission will post the notice of the public hearing on its website: www.massgaming.com.

The chair or his designee shall preside over the public hearing. The applicant and its agents and representatives shall attend the public hearing, may make a presentation and respond to questions or public comments as directed by the chair or his designee. The applicant shall have at least one individual available who, based on actual knowledge, is prepared to respond on behalf of the applicant to such questions or public comments that can reasonably be anticipated relative to the contents of its application, including the scope and quality of the proposed gaming area and amenities, the integration of the proposed gaming establishment into the host and surrounding communities and the extent of required mitigation plans. Representatives of the host community, representatives of the surrounding communities and representatives of the impacted live entertainment venues may attend the public hearing, may make a presentation and respond to questions as directed by the chair or his designee. Others may attend the public hearing and may make a presentation in the discretion of the Commission. Prior to the hearing the Commission will prescribe the manner in which it will receive comments from members of the public, and may take the opportunity during the hearing to read into the record any letters of support, opposition or concern from members of a community in the vicinity of the proposed gaming establishment.

Public Records

Generally, it is the Commission's intention to release the entire 236 page Application Form itself, including overviews typed into the boxes within the questions and lists of attachments, to the public in response to any request for such public records. The actual attachments submitted in response to the questions will be released to the public unless they meet an exemption to the Public Records Law. The Application Form is designed so that when properly completed, a broad, though comprehensive, overview of the applicant's proposal is presented. However, the applicant should keep the public nature of the Application Form itself in mind when answering the questions. The applicant must nevertheless provide a responsive overview in the applicable boxes instead of solely relying on attachments.

The attachments may be exempt from public disclosure. The Commission has identified all classes of documents it has determined to be presumptively exempt from disclosure in section [C. Public Records](#). An applicant may request application of an exemption to a specific document identified in section *C. Public Records* by appropriately completing that section of the application. In addition to requesting the exemption in section C., the applicant must properly assign the document an electronic filename containing the word "CONFIDENTIAL" as discussed in the [Electronic Application Format](#) instructions above. Any documents that are not so properly labeled and identified in section C will be presumed to be a public record and may be released in response to a public records request without further notice to the applicant. FAILURE TO FOLLOW THESE INSTRUCTIONS MAY ALSO RESULT IN A NEGATIVE DETERMINATION OF ADMINISTRATIVE COMPLETENESS BEING ISSUED FOR THE APPLICATION.

Please note, though the Commission will use its best efforts to protect any information it deems subject to an exemption, final appeals are adjudicated by the [Secretary of the Commonwealth](#) in accordance with G.L. c.66, §10.

Evaluation

Upon receipt of the application and all attachments, the Commission will briefly review the entire submission for administrative completeness in accordance with 205 CMR 118.03. Any material deficiencies in the application may be cured within seven days after the email notice from the Executive Director as described in 205 CMR 118.03. Non-material deficiencies may be cured within fourteen days after the date of the email notice from the Executive Director as described in 205 CMR 118.03. Generally speaking, all of the items listed in the checklists that precede each of the five sections contain items that will be deemed material. **Pursuant to 205 CMR 118.01(3) the Commission shall have no obligation to accept or review an application issued a negative determination of administrative completeness.** Email notices relative to administrative completeness and any deficiencies will be provided to the applicant's primary contact person, as listed in question A-10.

Evaluation of the application will be conducted in accordance with 205 CMR 118.04 and 119.03. In evaluating the application, the Commission will create five review teams; each team, which will be led by one of the Commissioners, will review one specific numbered section of the application. A team may be comprised of Commission staff, retained experts or specialists, Commission or Commonwealth consultants, and any other personnel necessary to assist the Commission in a thorough evaluation of its assigned section. Each team will evaluate its assigned section for each submitted application and present its analysis and findings to the Commission. The Commission will evaluate the applications as a whole, without assigning any fixed weight to any of the sections.

During the evaluation process, the Commission does not anticipate asking for a best and final offer from the applicants, but may ask applicants for clarification or elaboration on a response. Any failure to respond or failure to submit sufficient information in response to a request for information may be grounds for denial of the application. Please note, in reviewing and evaluating the RFA-2 Application, the Commission may also review and consider the information in its possession gathered as part of the RFA-1 application process.

Checklist

Complete this checklist prior to submitting any materials to the Commission.

- The applicant answered all questions in this Application Form that it was required to respond to.
- All answer boxes on this application are filled in with an appropriate answer and all checklists completed.
- Any question requiring an attachment has the attachment noted on the Application Form, or on a supplemental index page if additional space is required.
- The applicant properly named the electronic version of all files and is submitting those files in addition to the two hard copies.
- The applicant understands that if an electronic file does not contain the word “CONFIDENTIAL” in the file name **AND** is not properly identified in section *C. Public Records* it may be released to the public in response to a request for public records.
- The applicant has prepared and is submitting two paper copies of the entire 236 page application and all attachments properly organized in multiple binders.
- The applicant is submitting two electronic PDF versions of this Application Form in accordance with the “Electronic Application Format” instructions.
- The original electronic file format is submitted for numerical charts and calculations, when available, along with an identically named PDF version of that file.
- No electronic files have been password protected, unless in accordance with the “Electronic Application Format” instructions.
- The applicant has signed all required pages in section *B. Signature Forms* of this application.
- The applicant has completed section *C. Public Records* of this application.
- The applicant will update the Commission if there are any changes to the information presented in the Application or any attachments.
- The applicant has forwarded a copy of the completed studies, as required by 205 CMR 118.01(5) and requested in questions 2-18, 2-35, 3-1, and 5-2 to each prospective surrounding community on the applicable list compiled by the Commission.

A. BACKGROUND

Background

A-1 Name of the applicant (person or entity in whose name the license would be issued)

Name: Raynham Park LLC

A-2 Category of gaming license applying for (check one box)

Category 1 (full casino)

Category 2 (slots only)

A-3 Mailing address of the applicant

<u>1958 Broadway</u>		
Number and Street		
<u>Raynham</u>	<u>Massachusetts</u>	<u>02767</u>
City	State	Zip Code
<u>(267) 223-3223</u>	<u>(215) 639-0337</u>	<u>tricci@parxcasino.com</u>
Phone	Fax	Email

A-4 Type of business entity that the applicant is formed as

Entity: Limited Liability Company

A-5 State under the laws of which the business entity it is incorporated, organized, formed, or registered

State: Delaware

Please attach proof of formation as an entity and label it "A-05-01 Entity formation."

A-6 Location of the principal place of business of the applicant

1958 Broadway

Number and Street

Raynham

Massachusetts

02767

City

State

Zip Code

(267) 223-3223

(215) 639-0337

tricci@parxcasino.com

Phone

Fax

Email

A-7 Names, addresses, and titles of its owners, members, partners, directors and/or stockholders of the applicant

Please attach a list containing the above requested information and label it “A-07-01 Owners of Applicant.”

A-8 Do all qualifiers identified by the Commission in accordance with 205 CMR 116.00 and deemed suitable under the RFA-1 process in accordance with 205 CMR 115.00 maintain the association with the applicant as of the filing of this application as was previously identified in the RFA-1 process?

Yes No

If no, please attach a written explanation and label it “A-08-01 Qualifiers.”

A-9 Does the applicant have, or anticipate having upon award of a license, any new qualifiers in accordance with 205 CMR 116.00 that have not yet been identified to the Commission and deemed suitable under the RFA-1 process in accordance with 205 CMR 115.00?

Yes No

If yes, please attach a written explanation and label it “A-09-01 New Qualifiers.”

A-10 Primary contact person for the applicant

Grace Lee, Esquire

Name

Two International Place, 16th Floor

Number and Street

Boston

Massachusetts

02110

City

State

Zip Code

(617) 342-6800

(617) 342-6899

glee@eckertseamans.com

Phone

Fax

Email

A-11 Proposed city/town in which gaming establishment is to be located (host community)

City/Town 1. Raynham

City/Town 2. N/A

A-12 Primary contact person for the host community

First Host Community:

Randy Buckner, Town Administrator

Name and title

558 South Main Street

Number and Street

Raynham

Massachusetts

02767

City

State

Zip Code

508-824-2707

rbuckner@town.raynham.ma.us

Phone

Fax

Email

Second Host Community (if multiple):

N/A

Name and title

Number and Street

City

State

Zip Code

Phone

Fax

Email

A-13 Name of person or entity that will operate or manage the gaming establishment

Greenwood Racing Inc.

Name and title

2999 Street Road

Number and Street

Bensalem

Pennsylvania

19020

City

State

Zip Code

(215) 639-3223

(215) 639-0337

tricci@parxcasino.com

Phone

Fax

Email

A-14 Table of organization

Please attach a projected table of organization detailing the organizational structure likely to be utilized by the applicant in the event that it is awarded a license. The table should include owners, investors and the top executives, as well as upper, mid and lower supervision tiers. Further, specificity as to which executives are anticipated to be on site in Massachusetts and which based in other jurisdictions but assisting in oversight of the Commonwealth operations is requested. Please label the table “A-14-01 Table of Organization.”

1. OVERVIEW OF PROJECT

Since it began operations more than a year ago and throughout its nearly seventy public meetings and eight public educational sessions, the members of the Massachusetts Gaming Commission have tried to articulate a vision, rooted in the expanded gaming legislation, of how it would like to see expanded gaming conceived of and operated in the Commonwealth. The backbone of that vision will be found in considerable detail in the four other sections of this application: finance, economic development, building and site design, and mitigation. In addition to these basic structures, the Commission has tried to articulate its aspirations for something more- something unique, something special, something innovative- in the architecture of the gaming industry in Massachusetts. In this part of the application the applicant is asked to respond in detail to the broad thematic questions on the following pages that, in combination, embrace that architecture.

Overview

1-1 Massachusetts Brand

How does the project you propose manifest an appreciation for and collaboration with the existing Massachusetts “brand,” i.e., our intellectual/knowledge economy; our biomedical, life sciences, educational and financial services economic driver; and our long history of innovation and economic regeneration over the 400 years of our existence?

Please attach a detailed, written response to this question as attachment 1-01-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park LLC’s proposed project represents the spirit of Massachusetts as the project is a rebirth through innovation of the Raynham Greyhound Racetrack (the “RGR”). The project combines a state-of-the-art, “green,” facility with RGR’s long record of success in the Commonwealth and Greenwood Racing, Inc.’s proven success at operating a first class gaming establishment.

List of Attachments:

1-01-01 <u>Answer</u>	1-01-11 <u>New Engl Drain Vendor Ltr</u>
1-01-02 <u>MASS Poem</u>	1-01-12 <u>Interior Vendor Ltr</u>
1-01-03 <u>RGR Performance</u>	1-01-13 <u>Gerry's Farm Vendor Ltr</u>
1-01-04 <u>RGR Town Contribution</u>	1-01-14 <u>NFC Vendor Ltr</u>
1-01-05 <u>MASS Contribution</u>	1-01-15 <u>Ace Vendor Ltr</u>
1-01-06 <u>Raynham Plainridge Comparison</u>	1-01-16 <u>Clean Port Vendor Ltr</u>
1-01-07 <u>Horizon Vendor Ltr</u>	1-01-17 <u>YSC Vendor Ltr</u>
1-01-08 <u>Blackmount Tech Vendor Ltr</u>	1-01-18 <u>Strojny Vendor Ltr</u>
1-01-09 <u>Winfield Brooks Vendor Ltr</u>	1-01-19 <u>Fernandes Vendor Ltr</u>
1-01-10 <u>Burgess Vendor Ltr</u>	1-01-20 <u>Gen Fire Vendor Ltr</u>

Check this box if you have additional attachments:

Overview

1-2 Destination Resort

(Optional For Category 2 applicants) Some visionaries in the gaming business describe an evolution of gaming facilities from “convenience casinos” to “destination resorts” to “city integrated resorts.” Explain what, if any, meaning “city integrated resorts” has to you, and how you anticipate following its principles, if in fact you subscribe to them. Additionally, please explain how the project you propose embraces the Legislature’s mandate to present "destination resort casinos" rather than "convenience casinos”?

Please attach a detailed, written response to this question as attachment 1-02-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Parx Raynham will be a “community integrated casino,” weaved into the community of Raynham both physically and culturally. Raynham Park LLC seeks to continue the long tradition of RGR in being a good community partner – as evidenced by the people of Raynham’s overwhelming support for this project.

List of Attachments:

1-02-01 <u>Answer</u>	1-02-10 _____
1-02-02 _____	1-02-11 _____
1-02-03 _____	1-02-12 _____
1-02-04 _____	1-02-13 _____
1-02-05 _____	1-02-14 _____
1-02-06 _____	1-02-15 _____
1-02-07 _____	1-02-16 _____
1-02-08 _____	1-02-17 _____
1-02-09 _____	1-02-18 _____

Check this box if you have additional attachments:

Overview

1-3 Outward Looking

How do you propose to merge the creation of a destination resort casino or slots parlor with the concept of creating an outward looking physical structure; that is, an establishment that relates to and is integrated with the host and surrounding communities, leverages Massachusetts’ existing assets, and enhances and coordinates with Massachusetts’ existing tourism and other leisure venues?

Please attach a detailed, written response to this question as attachment 1-03-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Based on its strategic location in the Commonwealth, Parx Raynham will serve as a gateway to existing tourism and leisure venues in Massachusetts – perfectly complimenting a weekend trip to Cape Cod. Through the effective use of cross-marketing strategies that RGR has employed for decades, Parx Raynham will be an additional tool in growing the profile of Southeastern Massachusetts and of the Commonwealth. The outward looking nature of Raynham Park will also be dramatically enhanced if and when the South Coast Rail Line between Boston’s South Station, New Bedford and Fall River is completed as planned.

List of Attachments:

1-03-01 <u>Answer</u>	1-03-11 _____
1-03-02 <u>SRPEDD Letter</u>	1-03-12 _____
1-03-03 <u>South Coast Rail Plan</u>	1-03-13 _____
1-03-04 _____	1-03-14 _____
1-03-05 _____	1-03-15 _____
1-03-06 _____	1-03-16 _____
1-03-07 _____	1-03-17 _____
1-03-08 _____	1-03-18 _____
1-03-09 _____	1-03-19 _____
1-03-10 _____	1-03-20 _____

Check this box if you have additional attachments:

Overview

1-4 Competitive Environment

Describe the competitive environment in which you anticipate operating over the next 10 years and how you plan to succeed in that environment without taking revenues away from other Massachusetts gaming establishments, race tracks or businesses.

Please attach a detailed, written response to this question as attachment 1-04-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park LLC and Greenwood Racing Inc. anticipate that Parx Raynham will succeed in the competitive environment over the next ten years by presenting a first class experience to its consumers in a niche marketplace. Rather than take revenue from other businesses, Raynham Park LLC intends to continue the mutually beneficial partner relationships of RGR in helping other businesses (and the Commonwealth) succeed and grow their brands. Raynham Park will continue to offer simulcast wagering on horse races which are provided on the site today. Furthermore, Raynham Park LLC has considered the threatened cessation of harness racing in Massachusetts and to mitigate that potential impact has agreed to sponsor the commencement of harness racing operations at the Brockton Fairgrounds by Brockton Racing LLC, a Limited Liability Company with similar ownership as Raynham Park. Brockton Racing LLC has filed an Application For License To Hold Or Conduct A Racing Meeting with the Massachusetts Gaming Commission. Through this Application, Brockton Racing seeks to conduct 40 harness racing meets in August through October of 2014, at the Brockton Fairgrounds site in Brockton, MA, subject to the terms and conditions described in 1-04-02. Furthermore, Parx Raynham plans to continue RGR's long-term support of the Massachusetts State Lottery is evidenced by the fact that Raynham Park LLC has entered into a Lottery Sales Agent Agreement with the Lottery Commission in furtherance of this objective. (1-04-04)

List of Attachments:

1-04-01 <u>Answer</u>	1-04-11 _____
1-04-02 <u>Brockton Racing Proposal</u>	1-04-12 _____
1-04-03 <u>Brockton Racing Application</u>	1-04-13 _____
1-04-04 <u>Lottery Contract</u>	1-04-14 _____
1-04-05 _____	1-04-15 _____
1-04-06 _____	1-04-16 _____
1-04-07 _____	1-04-17 _____
1-04-08 _____	1-04-18 _____
1-04-09 _____	1-04-19 _____
1-04-10 _____	1-04-20 _____

Check this box if you have additional attachments:

Overview

1-5 Meeting Unmet Needs

How do you propose to work with affiliated attractions and amenities to broaden the market base of the gaming facility and to meet unmet needs in our array of entertainment, education and leisure resources?

Please attach a detailed, written response to this question as attachment 1-05-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

In addition to the economic opportunities that Parx Raynham will bring to the region, Raynham Park LLC and Greenwood Racing, Inc. plan to provide a first class entertainment and leisure venue unlike anything that currently exists in Southeastern Massachusetts. To support this venture, Parx Raynham will partner with local business and with a variety of educational institutions to develop skills training and workforce training programs that do not otherwise currently exist.

List of Attachments:

1-05-01 <u>Answer</u>	1-05-11 _____
1-05-02 <u>Taunton Daily Gazette, 8/9/13</u>	1-05-12 _____
1-05-03 <u>MCCTI MOU</u>	1-05-13 _____
1-05-04 _____	1-05-14 _____
1-05-05 _____	1-05-15 _____
1-05-06 _____	1-05-16 _____
1-05-07 _____	1-05-17 _____
1-05-08 _____	1-05-18 _____
1-05-09 _____	1-05-19 _____
1-05-10 _____	1-05-20 _____

Check this box if you have additional attachments:

Overview

1-6 Collaborative Marketing

How do you intend to market aggressively outside Massachusetts and internationally, perhaps in cooperation with our existing industries and organizations such as [MassPort](#) and the [Massachusetts Office of Travel and Tourism](#) (“MOTT”), and certainly in collaboration with our existing institutional drivers of economic and international development?

Please attach a detailed, written response to this question as attachment 1-06-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Parx Raynham’s marketing strategy will focus on the complementary nature of the casino to other nearby attractions and amusements. Effective cross-marketing strategies will ensure the long-term success of both Parx Raynham and other regional tourism destinations. Parx Raynham will be an active partner with state, regional and local tourism and business organizations in building their brands.

List of Attachments:

1-06-01 <u>Answer</u>	1-06-11 _____
1-06-02 _____	1-06-12 _____
1-06-03 _____	1-06-13 _____
1-06-04 _____	1-06-14 _____
1-06-05 _____	1-06-15 _____
1-06-06 _____	1-06-16 _____
1-06-07 _____	1-06-17 _____
1-06-08 _____	1-06-18 _____
1-06-09 _____	1-06-19 _____
1-06-10 _____	1-06-20 _____

Check this box if you have additional attachments:

Overview

1-7 Diverse Workforce and Supplier Base

Describe your commitment to a diverse workforce and supplier base, and an inclusive approach to marketing, operations and training practices that will take advantage of the broad range of skills and experiences represented in our Commonwealth's evolving demographic profile. Further, identify and discuss the diversity within the leadership and ownership of the applicant, if any.

Please attach a detailed, written response to this question as attachment 1-07-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park LLC is committed to a diverse workforce and supplier base, which is reflected in the way in which RGR has operated over its long history. Likewise, Greenwood Racing, Inc. believes in supporting traditionally underrepresented segments of the workforce to create a diverse employee and supplier base, and has made an effort to ensure opportunity for all in its current operations in Pennsylvania.

List of Attachments:

1-07-01 <u>Answer</u>	1-07-11 _____
1-07-02 _____	1-07-12 _____
1-07-03 _____	1-07-13 _____
1-07-04 _____	1-07-14 _____
1-07-05 _____	1-07-15 _____
1-07-06 _____	1-07-16 _____
1-07-07 _____	1-07-17 _____
1-07-08 _____	1-07-18 _____
1-07-09 _____	1-07-19 _____
1-07-10 _____	1-07-20 _____

Check this box if you have additional attachments:

Overview

1-8 Broadening the Region’s Tourism Appeal

What is your overall perspective and strategy for broadening the appeal of your region and the Commonwealth to travelers inside and outside of Massachusetts?

Please attach a detailed, written response to this question as attachment 1-08-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park LLC believes that a successful business starts and ends with its product. Parx Raynham will offer its customers an experience that is superior to any similar facility in the region. Presenting a superior product will result in increased interest, tourism and business in the region as more and more people come to experience the Parx-appeal first-hand.

List of Attachments:

1-08-01 <u>Answer</u>	1-08-11 _____
1-08-02 _____	1-08-12 _____
1-08-03 _____	1-08-13 _____
1-08-04 _____	1-08-14 _____
1-08-05 _____	1-08-15 _____
1-08-06 _____	1-08-16 _____
1-08-07 _____	1-08-17 _____
1-08-08 _____	1-08-18 _____
1-08-09 _____	1-08-19 _____
1-08-10 _____	1-08-20 _____

Check this box if you have additional attachments:

Overview

1-9 Post Licensing

Describe any post-licensing actions by the Commission or the Commonwealth of Massachusetts that you believe will be essential for the success of the project you are proposing.

Please attach a detailed, written response to this question as attachment 1-09-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park LLC believes that no post-licensing actions by the Commission or the Commonwealth of Massachusetts are essential to ensure a successful venture at Parx Raynham. The strategic location, marketing strategy, impressive physical structure and first class experience of Parx Raynham will ensure a successful project. Without any actions on the part of the Commission or the Commonwealth, Raynham Park LLC believes that it will be able to fully comply with all pertinent rules and regulations, and will be open and operating in a timely fashion.

List of Attachments:

1-09-01 <u>Answer</u>	1-09-11 _____
1-09-02 _____	1-09-12 _____
1-09-03 _____	1-09-13 _____
1-09-04 _____	1-09-14 _____
1-09-05 _____	1-09-15 _____
1-09-06 _____	1-09-16 _____
1-09-07 _____	1-09-17 _____
1-09-08 _____	1-09-18 _____
1-09-09 _____	1-09-19 _____
1-09-10 _____	1-09-20 _____

Check this box if you have additional attachments:

2. FINANCE

Prerequisites

Does your application:

- Provide a timeline for construction as required by Question 2-10?
- Demonstrate the manner in which the Applicant plans to Maximize Revenues for the Commonwealth?
- Provide completed studies and reports as required by Question 2-18?
- Provide a full description of the proposed internal controls as required by Question 2-22?
- Provide a market analysis as required by Question 2-26?
- Realize maximum capital investment exclusive of land?
- Show the total capital investment as required by Question 2-27?
- Show the total investment outside the boundaries of the gaming facility as required by Question 2-28?
- Offer the highest and best value to create a secure and robust gaming market?
- Provide a study showing the overall economic benefit as required by Question 2-35?

Prerequisites

2-1 Application Fee and Community Disbursements

All applicants have paid a nonrefundable application fee of \$400,000 to the Commission to defray the costs associated with the processing of the application and investigation of the applicant. However, if the costs of the investigation exceed or have exceeded the initial application fee, the applicant shall pay the additional amount to the Commission within 30 days after notification of insufficient fees by the Commission or the application shall be rejected. Similarly, each applicant shall pay to the Commission all amounts in excess of the initial \$50,000 of the application fee for purposes of making approved Community Disbursements in accordance with 205 CMR 114.03. Is the applicant current with all payments to the Commission for amounts in excess of the initial application fee?

Yes No

2-2 Licensing Fee

An applicant must demonstrate that it is able to pay the licensing fee (\$85,000,000 for a Category 1 license and \$25,000,000 for a Category 2 license) in the event that it is awarded a license. The Commission will refer to information and documentation in its possession as a result of the RFA-1 application process as well as to responses to inquires in this section to make this determination. The applicant may attach additional documentation or provide further evidence as to its ability to pay (as attachments 2-02-01 *et. seq.*). Further, the applicant must commit to paying the gaming licensing fee in the event that it is awarded a license. Have you signed and attached the required acknowledgment form contained in section [B. Signature Forms](#)?

Yes No

2-3 Minimum Capital Investment

In accordance with the design plans submitted in accordance with section 4 of the RFA-2 application that applicant must agree to invest not less than \$500,000,000 into a Category 1 gaming establishment or \$125,000,000 into a Category 2 gaming establishment. Further, unless granted leave by the Commission, the applicant must agree to expend at least the amount identified as the capital investment in accordance with section 2-27 of the RFA-2 application. Have you signed and attached the required acknowledgment form contained in section [B. Signature Forms](#)?

Yes No

Prerequisites

2-4 Land

The applicant must own or acquire the land where the gaming establishment is proposed to be constructed within 60 days after a license has been awarded (an applicant shall be deemed to own the land if it has entered into a tenancy for a term of years under a lease that extends not less than 60 years beyond 15 years for a Category 1 license or 5 years for a Category 2 license). Please attach a copy of a lease, deed, option, or other documentation to this page and provide an explanation as to the status of the land on which the proposed establishment will be constructed in the box below. If the applicant does not presently possess an ownership interest in the location, provide an agreement, and description of its plan as to how it intends to own or acquire, within 60 days after a license has been awarded, the land where the gaming establishment is proposed to be constructed. Further, state whether the land that the applicant purchased or intends to purchase is publicly-owned.

Please provide a brief overview in this box relative to the status of the land. The response provided in this box will be released to the public.

The land, situated at 1958 Broadway, Raynham, MA 02767, is currently owned by Massasoit Greyhound Association, Inc ("MGA"), an affiliate of Carney Family Group, LLC. As required by the Raynham Park, LLC Operating Agreement, MGA placed its conveyance documents for the land in escrow. Upon payment of the licensing fee to the MGC within 30 days of the award of the Category 2 Gaming License, the conveyance documents will be released from escrow and the land will automatically transfer to Raynham Park, LLC. If Raynham Park LLC is not selected to receive the license, then the conveyance documents will be returned to MGA. The land is not publicly-owned.

List of Attachments:

2-04-01 <u>Answer CONFIDENTIAL</u>	2-04-07 _____
2-04-02 <u>Sec. 3.2 Op Agree CONFIDENTIAL</u>	2-04-08 _____
2-04-03 <u>Exh. B Op Agree CONFIDENTIAL</u>	2-04-09 _____
2-04-04 <u>Exh. F Op Agree CONFIDENTIAL</u>	2-04-10 _____
2-04-05 <u>Exhs. D&E Op Agree CONFIDENTIAL</u>	2-04-11 _____
2-04-06 _____	2-04-12 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-5 Audited Financial Statements

Provide an independent audit report of financial activities and interests for each of the last five years, including, but not limited to, the disclosure of all contributions, donations, loans or any other financial transactions to or from a gaming entity or operator in the past 5 years. If applicant is comprised of more than one legal entity, provide financial statements for each. Do not include financial statements for individual partners, officers or shareholders.

List of Attachments:

2-05-01	<u>2008 Financial Stmt 2012 CONFIDENTIAL</u>	2-05-21	_____
2-05-02	<u>2009 Financial Stmt 2012 CONFIDENTIAL</u>	2-05-22	_____
2-05-03	<u>2010 Financial Stmt 2012 CONFIDENTIAL</u>	2-05-23	_____
2-05-04	<u>2011 Financial Stmt 2012 CONFIDENTIAL</u>	2-05-24	_____
2-05-05	<u>2012 Financial Stmt 2012 CONFIDENTIAL</u>	2-05-25	_____
2-05-06	<u>2008 Contributions CONFIDENTIAL</u>	2-05-26	_____
2-05-07	<u>2009 Contributions CONFIDENTIAL</u>	2-05-27	_____
2-05-08	<u>2010 Contributions CONFIDENTIAL</u>	2-05-28	_____
2-05-09	<u>2011 Contributions CONFIDENTIAL</u>	2-05-29	_____
2-05-10	<u>2012 Contributions CONFIDENTIAL</u>	2-05-30	_____
2-05-11	_____	2-05-31	_____
2-05-12	_____	2-05-32	_____
2-05-13	_____	2-05-33	_____
2-05-14	_____	2-05-34	_____
2-05-15	_____	2-05-35	_____
2-05-16	_____	2-05-36	_____
2-05-17	_____	2-05-37	_____
2-05-18	_____	2-05-38	_____
2-05-19	_____	2-05-39	_____
2-05-20	_____	2-05-40	_____

Check this box if you have additional attachments:

Financial & Capital Structure

2-6 Unaudited Financials and SEC Filings

Provide any unaudited financial statements and all SEC filings for the applicant, if applicable, for the current fiscal year through the end of the most recent quarter prior to filing.

List of Attachments:

2-06-01 <u>Unaudited Finan Stmt CONFIDENTIAL</u>	2-06-21 _____
2-06-02 _____	2-06-22 _____
2-06-03 _____	2-06-23 _____
2-06-04 _____	2-06-24 _____
2-06-05 _____	2-06-25 _____
2-06-06 _____	2-06-26 _____
2-06-07 _____	2-06-27 _____
2-06-08 _____	2-06-28 _____
2-06-09 _____	2-06-29 _____
2-06-10 _____	2-06-30 _____
2-06-11 _____	2-06-31 _____
2-06-12 _____	2-06-32 _____
2-06-13 _____	2-06-33 _____
2-06-14 _____	2-06-34 _____
2-06-15 _____	2-06-35 _____
2-06-16 _____	2-06-36 _____
2-06-17 _____	2-06-37 _____
2-06-18 _____	2-06-38 _____
2-06-19 _____	2-06-39 _____
2-06-20 _____	2-06-40 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-7 Financing Structure

An applicant must demonstrate its financial stability by clear and convincing evidence. Describe and attach documentation demonstrating the financing structure and plan for the proposed project including all sources of capital. Include current capital commitments as well as plan and timing for meeting future capital needs.

Please attach a written response to this question as attachment 2-07-01 and provide a brief overview of your response in this box. Given the sensitivity of this information, the information provided in the overview may be of a general nature but shall identify the sources of capital. The response provided in this box will be released to the public.

The sources of capital for the Raynham Park Project will be as follows:

Equity	
Raynham Member, Inc. (Greenwood Racing, Inc.)	\$ 45 Million
Carney Family Group, LLC (Carney Family)	\$ 11 Million
Debt	
Bank Financing	\$125 Million
Total of Debt and Equity	\$181 Million
Internally Generated Cash	
Capital Requirement	\$ 46.3 Million
	\$227.3 Million

Internally generated cash provides a source of capital, because Raynham Park will be operating its temporary facility for a year during the construction of the permanent facility.

List of Attachments:

2-07-01 <u>Answer</u>	2-07-11 _____
2-07-02 <u>Op. Agree, pp 17-18</u>	2-07-12 _____
2-07-03 <u>Credit Suisse Ltr CONFIDENTIAL</u>	2-07-13 _____
2-07-04 <u>Cash Flow Stmt</u>	2-07-14 _____
2-07-05 <u>Capital Req</u>	2-07-15 _____
2-07-06 _____	2-07-16 _____
2-07-07 _____	2-07-17 _____
2-07-08 _____	2-07-18 _____
2-07-09 _____	2-07-19 _____
2-07-10 _____	2-07-20 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-8 Budget

Provide a detailed budget of the total project cost. Identify separately construction costs (labor, materials), design costs, legal and professional fees, consulting fees and all other development costs. Also identify all other pre-opening costs including training, marketing and initial working capital.

Please attach a detailed, written response to this question as attachment 2-08-01 and briefly describe the major costs of the project in this box. The information contained in The response provided in this box will be released to the public.

The budget of the total project cost is approximately \$227.3 million. The major costs which make up the budget are construction with change orders (\$10 million), slot equipment and system (\$27 million), pre-opening costs (\$10.3 million), licensing fee (\$25 million), and start up cash (\$10 million).

List of Attachments:

2-08-01 <u>Answer</u>	2-08-11 _____
2-08-02 <u>Budget CONFIDENTIAL</u>	2-08-12 _____
2-08-03 _____	2-08-13 _____
2-08-04 _____	2-08-14 _____
2-08-05 _____	2-08-15 _____
2-08-06 _____	2-08-16 _____
2-08-07 _____	2-08-17 _____
2-08-08 _____	2-08-18 _____
2-08-09 _____	2-08-19 _____
2-08-10 _____	2-08-20 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-9 Significant Economic Downturn

Submit an analysis including best, worst, and average case scenarios that demonstrates the applicant’s plan and capacity for accommodating steep downturns in gaming revenues, and cite examples of where those plans and strategies have been successful in other markets in which the applicant operates.

Please attach a detailed, written response to this question as attachment 2-09-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, a description of the plan and reference to the examples. The response provided in this box will be released to the public.

First and foremost, Raynham Park does not expect a significant decline in revenues caused by a downturn in the general economy. Greenwood Racing has broad experience in this area, as Parx Casino weathered one of the U.S.’s worst recessions in memory with very nominal impact on its gross gaming revenue figures. The plan for addressing economic downturn for Raynham Park will be identical to that used by Parx Casino, excellent customer service with sensitivity to the fact that many of its patrons had a reduced amount of expendable income for entertainment. With this said, in order to answer question 2-9, Raynham Park has prepared a schedule included as 2-09-02 which provides projections for a 10%, 17% and 40% decline in revenues in the baseline year. The analysis indicates that even in the worst case scenario, Raynham Park will maintain a healthy margin and will be able to meet all of its financial obligations.

List of Attachments:

2-09-01 <u>Answer</u>	2-09-11 _____
2-09-02 <u>Rev Decline Scenario CONFIDENTIAL</u>	2-09-12 _____
2-09-03 _____	2-09-13 _____
2-09-04 _____	2-09-14 _____
2-09-05 _____	2-09-15 _____
2-09-06 _____	2-09-16 _____
2-09-07 _____	2-09-17 _____
2-09-08 _____	2-09-18 _____
2-09-09 _____	2-09-19 _____
2-09-10 _____	2-09-20 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-10 Timeline for Construction

Provide a timeline of construction of the gaming establishment that includes detailed stages of construction for the gaming establishment, non-gaming structures and any racecourse, where applicable, and provide the number of construction hours estimated to complete the work. Include the deadline by which the stages and overall construction and any infrastructure improvements will be completed, any plans for phasing of the project, and a projected date that the applicant will begin gaming operations.

Please attach a detailed, written response to this question as attachment 2-10-01 and provide a brief overview of your response in this box. The overview must include, at a minimum, identification of each stage and associated timeframe, the number of construction hours, and the projected date to begin gaming operations. The response provided in this box will be released to the public.

Raynham Park’s facility will be developed in two phases. The first phase will include renovation of a portion of the existing building to allow continuation of existing simulcast operations and to provide a temporary slots casino. As reflected in the construction schedule included in 2-10-02, the construction period for the temporary casino conversion will be approximately six months, and it is anticipated that Raynham Park will be prepared to open its temporary casino six months from the issuance of a Category 2 license by the Commission. The construction period for the second phase will start at the same time as the temporary and the construction period will be approximately eighteen months, resulting in a projected opening of the permanent facility twelve months after the opening of the temporary casino. It is estimated that the temporary casino project will require 143,000 construction hours, and the permanent casino project 728,750 construction hours – for a total of 871,750 construction hours.

List of Attachments:

2-10-01 <u>Answer</u>	2-10-09 _____
2-10-02 <u>Construction Sch CONFIDENTIAL</u>	2-10-10 _____
2-10-03 _____	2-10-11 _____
2-10-04 _____	2-10-12 _____
2-10-05 _____	2-10-13 _____
2-10-06 _____	2-10-14 _____
2-10-07 _____	2-10-15 _____
2-10-08 _____	2-10-16 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-11 Pro-Forma Cash Flow

An applicant must demonstrate its financial stability by clear and convincing evidence. Provide an enterprise pro-forma with a summary budget and cash-flow. Identify sources and uses of cash on a quarterly basis during the construction period and annually for five years (Category 2 gaming establishment) or 15 years (Category 1 gaming establishment) after opening. Provide the following 3 calculations: (1) Present value discounting cash flows at 4%, (2) Present value discounting cash flows at 15%, and (3) Estimating the project's internal rate of return.

Please attach a detailed, written response to this question as attachment 2-11-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a description of the contents of the pro-forma. The response provided in this box will be released to the public.

Since Raynham Park will construct and operate out of a temporary facility while the permanent slot parlor is being built, Raynham Park will begin generating cash flow from operations in the third quarter of the first year upon issuance of a gaming license. The project will be financed by an equity contribution and bank debt. Capital expenditures of \$168 million are projected for constructing the temporary and permanent structures and are anticipated to be spent over the first nine quarters of the project. Additional cash expenditures projected include pre-opening costs of \$13 million and \$10 million of working capital.

List of Attachments:

2-11-01 <u>Answer CONFIDENTIAL</u>	2-11-09 _____
2-11-02 <u>Cash Flow CONFIDENTIAL</u>	2-11-10 _____
2-11-03 <u>Budget CONFIDENTIAL</u>	2-11-11 _____
2-11-04 _____	2-11-12 _____
2-11-05 _____	2-11-13 _____
2-11-06 _____	2-11-14 _____
2-11-07 _____	2-11-15 _____
2-11-08 _____	2-11-16 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-12 Credit Arrangements and Financial Commitments

An applicant must demonstrate its financial stability by clear and convincing evidence. Describe all existing credit arrangements and financial commitments relative to the project including the identity of each lender and the terms or conditions under which loan proceeds can be obtained and distributed.

Please attach a detailed, written response to this question as attachment 2-12-01 and provide a brief overview of your response in this box. Given the sensitivity of this information, the information provided in the overview may be a general description of the credit arrangements and financial commitments. The response provided in this box will be released to the public.

Greenwood Racing Inc. (GRI), the operator of the Raynham Park facility, maintains an existing Credit Facility with a lender and Shareholder loans to support its business. The Credit Facility provided for \$260,000,000 in term loans and \$120,000,000 in revolving loans including a syndicate of ten financial banking institutions. In addition, the Credit Facility allows the lender to issue up to \$70,000,000 in letters of credit with any outstanding letters of credit reducing the availability under the revolving loan agreement. Monthly interest payments on these loans and quarterly principal repayments on the term loan are paid on a timely basis with no past due amounts. As of September 30, 2013, outstanding term loans were \$240,500,000 and outstanding revolving loans were \$4,000,000. Letters of credit totaling \$29,670,000 were outstanding as of September 30, 2013. All outstanding term and revolving loans are due and payable on September 14, 2016. GRI will make an equity investment into the Raynham Park project utilizing funds available under this Credit Facility. Raynham Park LLC will obtain a stand-alone Credit Facility in the amount of \$125,000,000 to finance this project.

GRI maintains two swap agreements with maturity dates of September 2016, to fix the rate on a portion of the variable rate debt. Interest payments are made monthly with no past due amounts. In addition, GRI maintains Notes Payable from Stockholders in the amount of \$45,000,000 as of September 30, 2013. Interest is payable quarterly with no past due amounts. All principal and accrued interest is payable on these Stockholder Notes no later than November 2, 2019.

List of Attachments:

2-12-01 <u>Answer CONFIDENTIAL</u>	2-12-10 _____
2-12-02 <u>BOA Credit Agreement CONFIDENTIAL</u>	2-12-11 _____
2-12-03 _____	2-12-12 _____
2-12-04 _____	2-12-13 _____
2-12-05 _____	2-12-14 _____
2-12-06 _____	2-12-15 _____
2-12-07 _____	2-12-16 _____
2-12-08 _____	2-12-17 _____
2-12-09 _____	2-12-18 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-13 Breaches of Contract

Provide a description of any contract, loan agreement or commitment that the applicant has breached or defaulted on during the last 10 years and provide information for any lawsuit, administrative proceeding or other proceeding that occurred as a result of the breach or default.

Please attach a detailed, written response to this question as attachment 2-13-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Greenwood Racing, Inc. has not materially breached or defaulted on a contract in the last ten (10) years.

List of Attachments:

2-13-01 <u>Answer</u>	2-13-11 _____
2-13-02 <u>Subsidiary Claims</u>	2-13-12 _____
2-13-03 _____	2-13-13 _____
2-13-04 _____	2-13-14 _____
2-13-05 _____	2-13-15 _____
2-13-06 _____	2-13-16 _____
2-13-07 _____	2-13-17 _____
2-13-08 _____	2-13-18 _____
2-13-09 _____	2-13-19 _____
2-13-10 _____	2-13-20 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-14 Administrative and Judicial Proceedings

Provide a description of any administrative or judicial proceeding during the last 10 years in which the applicant or any entity that owns a 5% or greater share of the applicant was found to have violated a statute or regulation governing its operations.

Please attach a detailed, written response to this question as attachment 2-14-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

There have been 17 consent decrees, from the commencement of Greenwood’s casino gaming operations in Pennsylvania to the present. Fifteen consent decrees were entered into between Greenwood Gaming & Entertainment, Inc., which holds the Pennsylvania casino license, and Pennsylvania regulators, acknowledging and agreeing to penalties for compliance issues. Although Greenwood Racing, Inc. nor any entity that owns a 5% or greater interest in Greenwood Racing, Inc. is a party to these consent decrees which involved Greenwood Racing subsidiaries, this information is being provided in the interest of full disclosure. The gaming-related decrees include four consent decrees for underage gaming, one consent decree for serving alcoholic beverages to intoxicated patrons, one consent decree for using an unlicensed vendor, two consent decrees of permitting individuals on the self-exclusion list to gamble, and one consent decree for a programming error on a slot machine system enabling a patron to erroneously win a jackpot. As a result of the 15 gaming-related consent decrees discussed above, Greenwood Gaming and Entertainment, Inc. was fined and paid the aggregate sum of approximately \$204,000 to the Gaming Control board. Greenwood Racing and other affiliates also entered into a Consent Decree with the Pennsylvania Department of Environmental Protection and paid a substantial fine pertaining to stream runoff from its horse racing operations.

List of Attachments:

2-14-01 <u>Answer</u>	2-14-11 _____
2-14-02 _____	2-14-12 _____
2-14-03 _____	2-14-13 _____
2-14-04 _____	2-14-14 _____
2-14-05 _____	2-14-15 _____
2-14-06 _____	2-14-16 _____
2-14-07 _____	2-14-17 _____
2-14-08 _____	2-14-18 _____
2-14-09 _____	2-14-19 _____
2-14-10 _____	2-14-20 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-15 Bankruptcy Filings

Identify any bankruptcy filings made or proceedings commenced since submission of the RFA-1 application for any entities owned or controlled by the applicant and any entity that owns a 5% or greater share of the applicant.

Please attach a detailed, written response to this question as attachment 2-15-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

No bankruptcy filings were made or proceedings commenced since Raynham's submission of the RFA-1 application for any entity that owns a 5% or greater share of the Applicant.

List of Attachments:

2-15-01 <u>Answer</u>	2-15-11 _____
2-15-02 _____	2-15-12 _____
2-15-03 _____	2-15-13 _____
2-15-04 _____	2-15-14 _____
2-15-05 _____	2-15-15 _____
2-15-06 _____	2-15-16 _____
2-15-07 _____	2-15-17 _____
2-15-08 _____	2-15-18 _____
2-15-09 _____	2-15-19 _____
2-15-10 _____	2-15-20 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-16 Minority sources of financing

Identify any minority sources of financing for the project.

Please attach a detailed, written response to this question as attachment 2-16-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

There are no minority sources of financing for the project.

List of Attachments:

2-16-01 <u>Answer</u>	2-16-11 _____
2-16-02 _____	2-16-12 _____
2-16-03 _____	2-16-13 _____
2-16-04 _____	2-16-14 _____
2-16-05 _____	2-16-15 _____
2-16-06 _____	2-16-16 _____
2-16-07 _____	2-16-17 _____
2-16-08 _____	2-16-18 _____
2-16-09 _____	2-16-19 _____
2-16-10 _____	2-16-20 _____

Check this box if you have additional attachments:

Financial & Capital Structure

2-17 Documentation of Financial Suitability and Responsibility

An applicant must demonstrate its financial stability by clear and convincing evidence. The Commission will review the information relative to financial stability provided by the applicant, or otherwise obtained by the Commission, in the course of the RFA-1 application process. Please provide any supplemental documentation, if any, for each qualifier reflecting the period between the submission of the RFA-1 application and the submission of the RFA-2 application including, but not limited to, bank references, business and personal income and disbursement schedules, tax returns and other reports filed by government agencies and business and personal accounting check records and ledgers.

Please attach a detailed, written response to this question as attachment 2-17-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a description of the applicant’s financial stability. The response provided in this box will be released to the public.

Raynham Park submitted a large amount of supplemental documentation for its qualifiers reflecting the period between the submission of the RFA-1 Application and the submission of the RFA-2 Application. This supplemental documentation was provided directly to Commission investigators and should be available and accessible to the Commission. There is no other supplemental documentation for qualifiers which has not previously been provided to investigators.

List of Attachments:

2-17-01 <u>Answer</u>	2-17-07 _____
2-17-02 _____	2-17-08 _____
2-17-03 _____	2-17-09 _____
2-17-04 _____	2-17-10 _____
2-17-05 _____	2-17-11 _____
2-17-06 _____	2-17-12 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-18 Revenue Generation

Provide completed studies and reports showing the estimated municipal and state tax revenue to be generated by the gaming establishment.

Please attach a detailed, written response to this question as attachment 2-18-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, the figures of the estimated taxes to be generated and the method(s) used to generate the estimates. The response provided in this box will be released to the public.

In response to this question Raynham Park submits an Economic Impact Study prepared by Marquette Advisors, international hospitality and gaming consultants. This study establishes that Raynham Park Casino will have a profound impact upon the local and state economics and generate substantial tax benefits locally and statewide. During the construction period alone, the project is expected to produce \$25 million in direct and indirect tax revenue over 18 months. On an ongoing basis, considering the direct, indirect and induced economic output attributable to the casino, Raynham Park is projected to generate annual tax revenue totaling \$137,800,000 to the State of Massachusetts and \$2,825,000 locally.

List of Attachments:

2-18-01 <u>Answer CONFIDENTIAL</u>	2-18-11 _____
2-18-02 <u>Economic Impact Study CONFIDENTIAL</u>	2-18-12 _____
2-18-03 _____	2-18-13 _____
2-18-04 _____	2-18-14 _____
2-18-05 _____	2-18-15 _____
2-18-06 _____	2-18-16 _____
2-18-07 _____	2-18-17 _____
2-18-08 _____	2-18-18 _____
2-18-09 _____	2-18-19 _____
2-18-10 _____	2-18-20 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-19 Projected Gaming Revenue

Provide projections for gross gaming revenue each year for the first five years of gaming operations on a best, average and worst case basis.

Please attach a detailed, written response to this question as attachment 2-19-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, each of the projected figures. The response provided in this box will be released to the public.

Taking into account the Applicant’s Market Study combined with the Applicant’s assessment of the restrictions imposed by the limited size of the facility (1,250 slots), it is projected that the Raynham Park slots facility will generate \$300 million in gross gaming revenue which reflects the maximum it can reasonably produce at full capacity, until such time as all of the Category 1 resort casinos are constructed and opened for business. Whether the \$300 million full capacity revenue figure can be maintained in the face of resort casino competition will depend on whether there is ultimately an Indian casino in Taunton or another commercial casino in Region C. However, even under the most competitive and conservative scenarios, the Raynham Park facility is projected to produce \$250 million in gross revenue per year on a sustained basis into the foreseeable future.

List of Attachments:

2-19-01 <u>Answer CONFIDENTIAL</u>	2-19-11 _____
2-19-02 <u>Market Study CONFIDENTIAL</u>	2-19-12 _____
2-19-03 <u>Projected Op St CONFIDENTIAL</u>	2-19-13 _____
2-19-04 <u>Tribal Casino</u>	2-19-14 _____
2-19-05 _____	2-19-15 _____
2-19-06 _____	2-19-16 _____
2-19-07 _____	2-19-17 _____
2-19-08 _____	2-19-18 _____
2-19-09 _____	2-19-19 _____
2-19-10 _____	2-19-20 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-20 Projected Non-Gaming Revenue

Provide projections for gross non-gaming revenue generated by elements of the gaming establishment complex each year for the first five years of operations on a best, average and worst case basis, identifying the source of each element of the non-gaming revenue.

Please attach a detailed, written response to this question as attachment 2-20-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, each of the projected figures categorized in broad categories. The response provided in this box will be released to the public.

The primary non-gaming revenue generated by the gaming establishment will be from food and beverage operations in the temporary and permanent facilities. Those amenities include multiple bars, a café restaurant, a food court, and an 8,000 square foot themed restaurant featuring a popular restaurant operator.

During the period of temporary casino operations, annual revenue from non-gaming amenities is projected to be approximately \$10 million. Total non-gaming revenue consists of annual food and beverage revenue which would range from \$5.8 million (worse case) to \$8.7 million and other non-gaming revenue which would range from \$2.1 million (worse case) to \$3.1 million. In the permanent casino, non-gaming revenue is expected to approximate \$13 million annually. Food and beverage revenue would range from \$8.4 million to \$12.6 million, with an average case scenario of \$10.5 million per year. Additional non-food and beverage-related, non-gaming revenue is anticipated to reach \$3 million annually upon the opening of the permanent casino with standard fluctuations allotted for best and worst case scenario.

List of Attachments:

2-20-01 <u>Answer</u>	2-20-11 _____
2-20-02 <u>Pro Forma Food Bev CONFIDENTIAL</u>	2-20-12 _____
2-20-03 <u>Proj Op Stmt CONFIDENTIAL</u>	2-20-13 _____
2-20-04 _____	2-20-14 _____
2-20-05 _____	2-20-15 _____
2-20-06 _____	2-20-16 _____
2-20-07 _____	2-20-17 _____
2-20-08 _____	2-20-18 _____
2-20-09 _____	2-20-19 _____
2-20-10 _____	2-20-20 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-21 Projected Tax Revenue to the Commonwealth

Provide projections for all tax revenue to the Commonwealth (gaming, sales, etc.) each year for the first five years of operations on a best, average and worst case basis, identifying the source of each element of the tax revenue.

Please attach a detailed, written response to this question as attachment 2-21-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, each of the projected figures. The response provided in this box will be released to the public.

Raynham Park will produce a major infusion of tax revenue to the Commonwealth each year. Considering gaming taxes, racehorse development fund assessments, and payroll, sales and hotel taxes attributable directly and indirectly to the casino, Raynham Park will annually contribute to the Commonwealth between \$164,280,000 and \$111,565,000 depending on the best, average or worst case scenarios identified in the Marquette Advisors Economic Impact Study.

List of Attachments:

2-21-01 <u>Answer CONFIDENTIAL</u>	2-21-11 _____
2-21-02 <u>Economic Impact Study pp 29-31 CONFIDENTIAL</u>	2-21-12 _____
2-21-03 _____	2-21-13 _____
2-21-04 _____	2-21-14 _____
2-21-05 _____	2-21-15 _____
2-21-06 _____	2-21-16 _____
2-21-07 _____	2-21-17 _____
2-21-08 _____	2-21-18 _____
2-21-09 _____	2-21-19 _____
2-21-10 _____	2-21-20 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-22 Internal Controls

The Commission will develop regulations governing internal controls for gaming establishments in Massachusetts in the near future. However, in order to assist its evaluation of the applicant, the Commission is interested in knowing what standards the applicant anticipates adhering to at its Massachusetts establishment. Accordingly, subject to any adjustments required upon promulgation of the future regulations, please provide a full description of the proposed internal controls, electronic surveillance systems, and security systems for the proposed gaming establishment and any related facilities, including internal audits, independent external audits, separation of accounting and cage processes for independent verifications, cage and count room supervision, gaming floor drop processes, and other asset preservation and secure cash handling systems and processes. Further, please attach a projected table of organization that includes staffing levels and identifies the critical departments of accounting (e.g.- positions in the cage, count room, and income control sections), internal audit, compliance and security, and surveillance as well as indication as to which staff position(s) would be responsible for communications with the Commission.

Please attach a detailed, written response to this question as attachment 2-22-01 and provide a brief overview of your response in this box. Given the sensitivity of this information, the information provided in the overview may be a very broad description of the internal controls. The response provided in this box will be released to the public.

Raynham Park intends to adopt internal controls similar to the internal controls on file in Pennsylvania for Parx Casino, subject to any modifications required when this Commission develops and finalizes its internal control regulations.

List of Attachments:

2-22-01 <u>Answer</u>	2-22-04 _____
2-22-02 <u>Internal Controls CONFIDENTIAL</u>	2-22-05 _____
2-22-03 <u>Organizational Charts CONFIDENTIAL</u>	2-22-06 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-23 Maximizing In-State Revenue

If the applicant or any entity that owns a 5% or greater share of the applicant has an investment in a gaming establishment within 300 miles of the applicant's proposed location within the Commonwealth, describe the plans and methods the applicant intends to use to ensure that revenues are maximized at the Massachusetts gaming establishment even if maximizing revenues in Massachusetts requires or leads to reduction of revenues at the out of state facility.

Please attach a detailed, written response to this question as attachment 2-23-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plans. The response provided in this box will be released to the public.

Greenwood Racing, Inc. is the beneficial owner of Parx Casino in Bensalem, Pennsylvania. According to Mapquest, Parx Casino is located 295 miles from the proposed casino site in Raynham, MA. Although Parx Casino is within the 300 mile benchmark established by the MGC for this response, a review of Parx Casino Players Club records indicates that Parx does not attract patrons from the Raynham area specifically or Massachusetts or contiguous states more generally. Accordingly, there will be no competition between Parx Casino in Bensalem, Pennsylvania, and the proposed facility in Raynham, Massachusetts. In view of the foregoing, Raynham Park is developing aggressive plans, including new player acquisition strategies, direct marketing and loyalty programs, advertising, and give-a-ways, social media and sponsorship marketing to drive maximum patronage to its proposed gaming establishment without regard to Greenwood Racing, Inc.'s ownership of Parx Casino.

List of Attachments:

2-23-01 <u>Answer CONFIDENTIAL</u>	2-23-10 _____
2-23-02 <u>Marketing Plan CONFIDENTIAL</u>	2-23-11 _____
2-23-03 _____	2-23-12 _____
2-23-04 _____	2-23-13 _____
2-23-05 _____	2-23-14 _____
2-23-06 _____	2-23-15 _____
2-23-07 _____	2-23-16 _____
2-23-08 _____	2-23-17 _____
2-23-09 _____	2-23-18 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-24 Customer Cross-Marketing

If the applicant or any entity that owns a 5% or greater share of the applicant has an investment in a gaming establishment beyond 300 miles from the applicant's proposed location within the Commonwealth, describe any plans the applicant has to use those other facilities or customers who patronize those other facilities to enhance revenues at the applicant's Massachusetts facility.

Please attach a detailed, written response to this question as attachment 2-24-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plans. The response provided in this box will be released to the public.

Because Greenwood Racing, Inc.'s other gaming facility, Parx Casino, is approximately 295 miles from the Raynham Park site, neither the applicant nor any affiliated entity has an investment in a gaming establishment beyond 300 miles from the proposed location within the Commonwealth. Nevertheless, Raynham Park has developed plans to market Parx Casino customers to patronize the Raynham Park gaming establishment.

List of Attachments:

2-24-01 <u>Answer CONFIDENTIAL</u>	2-24-10 _____
2-24-02 <u>Marketing Plan CONFIDENTIAL</u>	2-24-11 _____
2-24-03 <u>Mapquest Mileage Calculation</u>	2-24-12 _____
2-24-04 _____	2-24-13 _____
2-24-05 _____	2-24-14 _____
2-24-06 _____	2-24-15 _____
2-24-07 _____	2-24-16 _____
2-24-08 _____	2-24-17 _____
2-24-09 _____	2-24-18 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-25 History of Revenue

In order to award a gaming license to an applicant, an applicant must demonstrate that it has sufficient business ability and experience to create the likelihood of establishing and maintaining a successful gaming establishment. To that end, provide a history of operating performance versus revenue projections over the last ten years with respect to each facility of a size comparable to or larger than the facility you are proposing for Massachusetts. Include documentation outlining the applicant’s record of success or failure in meeting these performance objectives.

Please attach a detailed, written response to this question as attachment 2-25-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a description of the applicant’s business ability and experience and its general history over the last ten years. The response provided in this box will be released to the public.

Raynham Park’s operating partner, Greenwood Racing, Inc., has a strong and proven record of establishing and maintaining a successful gaming establishment. Since GRI began casino operations at Parx Casino in Bensalem, Pennsylvania, in December 2006, Parx has been the industry leader in Pennsylvania in both gross gaming revenue and gaming taxes and assessments paid. In the process, Parx far out-performed the revenue projections made by the Pennsylvania Gaming Control Board and by The Innovation Group in its pre-legislation report to the Commonwealth.

List of Attachments:

2-25-01 <u>Answer</u>	2-25-08 _____
2-25-02 <u>Innovation Group Projection</u>	2-25-09 _____
2-25-03 <u>PGCB Projection CONFIDENTIAL</u>	2-25-10 _____
2-25-04 <u>GRI Projection at 6</u>	2-25-11 _____
2-25-05 _____	2-25-12 _____
2-25-06 _____	2-25-13 _____
2-25-07 _____	2-25-14 _____

Check this box if you have additional attachments:

Maximize Revenues to the Commonwealth

2-26 Market Analysis

One of the principal objectives driving the enactment of the Expanded Gaming Act was to repatriate money spent by Massachusetts residents in other gaming jurisdictions. Provide a market analysis showing benefits of the site location of the applicant’s proposal and the estimated recapture rate of gaming-related spending by Massachusetts residents travelling to out-of-state gaming establishments. Further, please describe how the applicant plans to compete with other nearby gaming destinations and to market to their patrons from Massachusetts who are embedded in their databases and marketing systems.

Please attach a detailed, written response to this question as attachment 2-26-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a description of the benefits of the site locations and the estimated recapture rate. The response provided in this box will be released to the public.

As described by the Fine Point Group in its Raynham Park Market Study (included as 2-26-2), “Located within a 90 minute drive of over 5 million adults, Raynham Park is the ideal location for a slot parlor in Massachusetts. Conveniently located along Route 138, just minutes from Interstate 495, Raynham Park is easily accessible to gamblers from all over New England. This ideal site location will enable Raynham Park to recapture a very large number of Massachusetts gamers who have been taking their gaming business out of state. Estimated recapture rates, determined by the Fine Point Group, range from 60% of total estimated gross gaming revenue to 44% of estimated gross gaming revenue.

List of Attachments:

2-26-01 <u>Answer</u>	2-26-08 _____
2-26-02 <u>Market Study CONFIDENTIAL</u>	2-26-09 _____
2-26-03 <u>Revenue Recapture Proj CONFIDENTIAL</u>	2-26-10 _____
2-26-04 <u>Marketing Plan CONFIDENTIAL</u>	2-26-11 _____
2-26-05 _____	2-26-12 _____
2-26-06 _____	2-26-13 _____
2-26-07 _____	2-26-14 _____

Check this box if you have additional attachments:

Realize Maximum Capital Investment Exclusive of Land and Infrastructure

2-27 Capital Investment

Provide the total capital investment and demonstrate how it was calculated in accordance with 205 CMR 122.00. Describe how the applicant proposes to realize the maximum capital investment exclusive of land acquisition and infrastructure improvements. (See related attestation in Section [B. Signature Forms](#)).

Please attach a detailed, written response to this question as attachment 2-27-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, the total capital investment figure and a broad description as to how the applicant proposes to realize the maximum capital investment. The response provided in this box will be released to the public.

The total capital investment for the first two phases of the Project (conversion of facility to temporary casino and construction of permanent casino) is \$162.5 million. This figure easily exceeds the minimum \$125 million capital investment required by both the statute and MGC regulations. The \$162.5 million figure is calculated consistent with 205 CMR 122.00 and includes items like construction, design and engineering services, insurance, permits/project management, slot equipment and systems, FF&E and security and surveillance. The reported investment figure excludes land acquisition and infrastructure improvements, and other items, as required by MGC regulation 205 CMR 122.04.

List of Attachments:

2-27-01 <u>Answer CONFIDENTIAL</u>	2-27-09 _____
2-27-02 <u>Capital Investment CONFIDENTIAL</u>	2-27-10 _____
2-27-03 _____	2-27-11 _____
2-27-04 _____	2-27-12 _____
2-27-05 _____	2-27-13 _____
2-27-06 _____	2-27-14 _____
2-27-07 _____	2-27-15 _____
2-27-08 _____	2-27-16 _____

Check this box if you have additional attachments:

Realize Maximum Capital Investment Exclusive of Land and Infrastructure

2-28 Total Investment Outside the Property

Show the total investment in the infrastructure outside the property boundaries.

Please attach a detailed, written response to this question as attachment 2-28-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park estimates that it will invest approximately \$1.5 to \$2 million in roadway infrastructure to mitigate traffic impact for the towns of Raynham and Easton. Furthermore, Raynham Park will be financing the renovations and improvements to the Brockton Fairgrounds if the conditions are met under which there will be harness racing at the Fairgrounds.

List of Attachments:

2-28-01 <u>Answer</u>	2-28-11 _____
2-28-02 _____	2-28-12 _____
2-28-03 _____	2-28-13 _____
2-28-04 _____	2-28-14 _____
2-28-05 _____	2-28-15 _____
2-28-06 _____	2-28-16 _____
2-28-07 _____	2-28-17 _____
2-28-08 _____	2-28-18 _____
2-28-09 _____	2-28-19 _____
2-28-10 _____	2-28-20 _____

Check this box if you have additional attachments:

Realize Maximum Capital Investment Exclusive of Land and Infrastructure

2-29 Additional Financial Commitments

(Optional For Category 2 applicants) Describe all financial commitments and guarantees the applicant is prepared to provide to the Commission and to the host community over and above the deposit or bond required by G.L. c. 23K, §10(a) to ensure that the project is completed, license conditions are fulfilled and sufficient working capital is available to allow operation in the promised fashion. Include examples of letters of credit, MOU's or other agreements or commitments the applicant is willing to provide.

Please attach a detailed, written response to this question as attachment 2-29-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Although a response is not required for Category 2 applicants, Raynham Park emphasizes that it has ample capital to complete the proposed project and to meet all obligations as they become due. While additional financial commitments and guarantees will not be necessary, the applicant is prepared to discuss such arrangements with the MGC upon request.

List of Attachments:

2-29-01 _____	2-29-10 _____
2-29-02 _____	2-29-11 _____
2-29-03 _____	2-29-12 _____
2-29-04 _____	2-29-13 _____
2-29-05 _____	2-29-14 _____
2-29-06 _____	2-29-15 _____
2-29-07 _____	2-29-16 _____
2-29-08 _____	2-29-17 _____
2-29-09 _____	2-29-18 _____

Check this box if you have additional attachments:

Realize Maximum Capital Investment Exclusive of Land and Infrastructure

2-30 Construction Plan

Provide a construction plan and schedule that includes major construction milestones, key dates, and any phased opening plans, and mitigation measures the applicant will take to reduce the impact of construction on the local community.

Please attach a detailed, written response to this question as attachment 2-30-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, information relative to each of the required elements of the plan and schedule. The response provided in this box will be released to the public.

Raynham Park’s facility will be developed in two phases. The first phase will include renovation of a portion of the existing building to allow continuation of existing simulcast operations and to provide a temporary slots casino. As reflected in the construction schedule included in 2-30-02, the construction period for the temporary casino conversion will be approximately six months, and it is anticipated that Raynham Park will be prepared to open its temporary casino six months from the issuance of a Category 2 license by the Commission. The construction period for the second phase will start at the same time as the temporary and the construction period will be approximately eighteen months, resulting in a projected opening of the permanent facility twelve months after the opening of the temporary casino. Construction mitigation measures are included in Raynham Park’s plan in the areas of air quality and noise, storm water/ erosion and control, dewatering, and construction and demolition debris.

List of Attachments:

2-30-01 <u>Answer</u>	2-30-11 _____
2-30-02 <u>Construction Sch CONFIDENTIAL</u>	2-30-12 _____
2-30-03 <u>ENF ATT A pp 31-32 CONFIDENTIAL</u>	2-30-13 _____
2-30-04 _____	2-30-14 _____
2-30-05 _____	2-30-15 _____
2-30-06 _____	2-30-16 _____
2-30-07 _____	2-30-17 _____
2-30-08 _____	2-30-18 _____
2-30-09 _____	2-30-19 _____
2-30-10 _____	2-30-20 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-31 Business Plan

Provide a business plan describing how the applicant will meet projected revenue generation plans in the near term and over time.

Please attach a detailed, written response to this question as attachment 2-31-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plan. The response provided in this box will be released to the public.

Raynham Park is proposing to develop a spectacular gaming and entertainment facility in the ideal location for a slots casino in Massachusetts. Raynham Park plans to cultivate a community-focused business approach that creates an exceptional patron experience at a multi-dimensional local-regional casino destination. In addition to developing a casino and amenities of the highest quality, Raynham Park’s business strategies seek to take advantage of its location and superior access, as well as its unparalleled ability to commence gaming and the generation of revenue for the Commonwealth as quickly as possible.

List of Attachments:

2-31-01 <u>Answer CONFIDENTIAL</u>	2-31-11 _____
2-31-02 <u>ProFormas Projections CONFIDENTIAL</u>	2-31-12 _____
2-31-03 _____	2-31-13 _____
2-31-04 _____	2-31-14 _____
2-31-05 _____	2-31-15 _____
2-31-06 _____	2-31-16 _____
2-31-07 _____	2-31-17 _____
2-31-08 _____	2-31-18 _____
2-31-09 _____	2-31-19 _____
2-31-10 _____	2-31-20 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-32 Maximum Facility Use

Describe the applicant's strategy for ensuring maximum use of the facilities throughout the calendar year including how that strategy will take account of the seasonal nature of tourism in the Northeast.

Please attach a detailed, written response to this question as attachment 2-32-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The core usage of the Parx Raynham facility will be as a slot parlor. It will operate year round, 24 hours a day. In addition to the slot parlor, the facility will contain multiple bars and restaurants as well as an entertainment venue. The venue will have a full schedule of entertainment with a mixture of larger acts as well as a regular schedule of smaller acts meant to provide reasons for our guests to visit. The restaurants will include a sports bar that will become a main destination in the area for people to have fun and watch a game. We will also have a high end restaurant as well as another name brand casual venue. The goal will be to always have reasons in addition to the slot floor for our guests and visitors to the area to visit Parx Raynham. Given this usage for the facility, we do not expect to see a significant seasonality. Our experience in Pennsylvania supports this expectation.

List of Attachments:

2-32-01 <u>Answer</u>	2-32-11 _____
2-32-02 _____	2-32-12 _____
2-32-03 _____	2-32-13 _____
2-32-04 _____	2-32-14 _____
2-32-05 _____	2-32-15 _____
2-32-06 _____	2-32-16 _____
2-32-07 _____	2-32-17 _____
2-32-08 _____	2-32-18 _____
2-32-09 _____	2-32-19 _____
2-32-10 _____	2-32-20 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-33 Competition from Internet Gaming

Describe the applicant's plans for maintaining a robust gaming market at its facility if, and as, internet gaming becomes more widespread by articulating:

1. How does the applicant plan to compete with internet gaming in the event that internet gaming is not allowed in Massachusetts; and
2. Does the applicant intend to implement internet gaming into its plans if internet gaming is allowed in Massachusetts, and if so, how?

Please attach a detailed, written response to this question as attachment 2-33-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plan. The response provided in this box will be released to the public.

If internet gaming is not allowed in Massachusetts Raynham Park will compete by differentiating its entertainment offering from that offered over the internet. While there is a group of gamblers that prefers to play online, the vast majority of gamblers prefer the social experience of playing in the casino. On-line gaming is also a bland experience that offers only a stand-alone gambling experience. In addition, Raynham Park will offer other activities and amenities to entertain the guests; providing them with additional reasons to come to the facility.

If internet gaming is legalized in Massachusetts, whether or not Raynham Park participates will be dependent on the terms and conditions embodied in the Massachusetts internet gaming laws. If Raynham Park decides to participate it will design its offering to compliment the gaming in its bricks and mortar casino.

List of Attachments:

2-33-01 <u>Answer</u>	2-33-09 _____
2-33-02 _____	2-33-10 _____
2-33-03 _____	2-33-11 _____
2-33-04 _____	2-33-12 _____
2-33-05 _____	2-33-13 _____
2-33-06 _____	2-33-14 _____
2-33-07 _____	2-33-15 _____
2-33-08 _____	2-33-16 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-34 Marketing Plan

Describe the applicant's marketing plan for its Massachusetts gaming establishment. If that marketing plan is the same as, or similar to, marketing plans the applicant has used elsewhere, describe how those plans succeeded or failed, including whether the applicant met its financial projections for the facilities where the plans were used. If the marketing plan for a Massachusetts facility differs from the marketing plans used elsewhere, describe the factors that led the applicant to devise its Massachusetts plan.

Further, in the highly competitive gaming market that exists today, gaming facility operators are increasingly diversifying their products and assuring financial stability by increasing revenues from non-gaming activities. Explain your long-term strategies for accommodating the increasingly saturated competitive environment, and cite examples from other locations you operate that demonstrate the strategic development.

Please attach a detailed, written response to this question as attachment 2-34-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plan. The response provided in this box will be released to the public.

Parx Casino Raynham will deploy a sophisticated marketing plan that will develop and cultivate new players, recapture Massachusetts play that is leaving the state and reward those guests who build loyalty with the property. The plan will consist of acquisition, database and advertising strategies. Promotional slot play will be a key component of the database marketing plan to reward guests for their prior play and provide incentives for future visits. Since it appears that the slot parlor license will be the first license awarded in the state and Parx Raynham could be open as much as 2-3 years ahead of other properties in the state, the advertising strategy will look to achieve two objectives. Initially, it will create awareness of the property among casino guests who are currently visiting other states by emphasizing our core philosophies. Eventually, it will transition to also be a reminder to known guests about all of the exciting events, promotions, specials and entertainment acts taking place at the property. The second objective of the marketing campaign will focus a significant effort on non-gaming guests who frequent the restaurants, lounges and events to provide a vacation experience and to take advantage of the tourist attractions in the area.

List of Attachments:

2-34-01 <u>Answer CONFIDENTIAL</u>	2-34-07 _____
2-34-02 <u>Marketing Plan CONFIDENTIAL</u>	2-34-08 _____
2-34-03 _____	2-34-09 _____
2-34-04 _____	2-34-10 _____
2-34-05 _____	2-34-11 _____
2-34-06 _____	2-34-12 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-35 New Revenue

Describe and provide a completed study showing the overall economic benefit to the Commonwealth and the region from the applicant's proposed gaming establishment, including in that study the way in which the facility will generate new revenues as opposed to taking revenues from other Massachusetts businesses.

Please attach a detailed, written response to this question as attachment 2-35-01 and provide a brief overview of your response in this box. The overview should, at a minimum, summarize the study. The response provided in this box will be released to the public.

Raynham Park has attached its Economic Impact Study, prepared by Marquette Advisors, which documents the overwhelming economic benefit its proposed casino will produce for the region and the Commonwealth. Importantly, the study shows the net impact, or new revenue, Raynham Park will generate. On an annual basis, Raynham Park is expected to produce a net increase in state-wide economic output of \$401,900,000. In addition, the facility will result in the creation of nearly 1,800 total job opportunities providing nearly \$73,000,000 in annual employee earnings, throughout Massachusetts. Finally, during the construction of the casino, the project is estimated to result in 1,400 total job opportunities, with \$97,400,000 in earnings, and an additional \$97,000,000 in new business revenue.

List of Attachments:

2-35-01 <u>Answer</u>	2-35-11 _____
2-35-02 <u>Economic Impact Study</u>	2-35-12 _____
2-35-03 _____	2-35-13 _____
2-35-04 _____	2-35-14 _____
2-35-05 _____	2-35-15 _____
2-35-06 _____	2-35-16 _____
2-35-07 _____	2-35-17 _____
2-35-08 _____	2-35-18 _____
2-35-09 _____	2-35-19 _____
2-35-10 _____	2-35-20 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-36 Marketing to Out of State Visitors and use of Junkets

Describe the components of the applicant's marketing plan that focus on out of state visitors and the anticipated gaming and non-gaming gross revenues the applicant anticipates from out of state visitors during each of the first five years of the gaming establishment's operations on a best, average and worst case scenario. Please explain how the use of Junkets, as the term is defined by G.L c.23K, §2, will factor into this plan. Include a short summary of the applicant's historical use of and reliance upon Junkets in its other operations in other jurisdictions, and include a listing of Junket operators who are anticipated to be utilized at the Commonwealth property.

Please attach a detailed, written response to this question as attachment 2-36-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plan including the planned and historical use of Junkets. The response provided in this box will be released to the public.

While most components of Raynham Park’s marketing plan can and will be applied to attract out-of-state visitors, the only portion which specifically focuses on out-of-state visitors is the portion which addresses marketing of patrons on Parx Casino’s database. Because it will represent only a very small portion of its gaming and non-gaming revenues Raynham Park has not modeled out-of-state revenues on a best, average and worst case scenario.

List of Attachments:

2-36-01 <u>Answer CONFIDENTIAL</u>	2-36-08 _____
2-36-02 <u>Marketing Plan CONFIDENTIAL</u>	2-36-09 _____
2-36-03 <u>Market Study p 6 CONFIDENTIAL</u>	2-36-10 _____
2-36-04 _____	2-36-11 _____
2-36-05 _____	2-36-12 _____
2-36-06 _____	2-36-13 _____
2-36-07 _____	2-36-14 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-37 Marketing to In-State Visitors

Describe the components of the applicant's marketing plan that focus on in-state visitors and the anticipated gaming and non-gaming gross revenues the applicant anticipates from in-state visitors during each of the first five years of the facility's operations on a best, average and worst case scenario. Please explain how the use of Junkets will factor into this plan.

Please attach a detailed, written response to this question as attachment 2-37-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Because the vast majority of Raynham Park’s gaming patronage is projected to be in-state, all of Raynham Park’s Market Plan (2-37-02) focuses on in-state visitors, with the exception of portions designed to attract out-of-state persons on Parx Casino’s database. It is projected that Raynham Park will generate \$300 million annually in in-state gross gaming revenue, until such time as all of the Category 1 resort casinos are constructed and opened for business. At that time, it is projected that if there is an Indian casino in Taunton or a commercial Region C resort casino close to Raynham Park, in-state gross gaming revenues could drop to \$250 million annually.

List of Attachments:

2-37-01 <u>Answer</u>	2-37-11 _____
2-37-02 <u>Marketing Plan CONFIDENTIAL</u>	2-37-12 _____
2-37-03 <u>Market Study pp 8-9 63-64 67 CONFIDENTIAL</u>	2-37-13 _____
2-37-04 <u>5 Yr In-State Projections CONFIDENTIAL</u>	2-37-14 _____
2-37-05 _____	2-37-15 _____
2-37-06 _____	2-37-16 _____
2-37-07 _____	2-37-17 _____
2-37-08 _____	2-37-18 _____
2-37-09 _____	2-37-19 _____
2-37-10 _____	2-37-20 _____

Check this box if you have additional attachments:

Offer Highest and Best Value to Create a Secure and Robust Gaming Market

2-38 Secure and Robust Gaming Market

Describe the measures the applicant or any entity owning a 5% or greater share of the applicant has taken to ensure a secure and robust gaming market at each other gaming facility it owns or controls.

Please attach a detailed, written response to this question as attachment 2-38-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of such measures. The response provided in this box will be released to the public.

Greenwood Racing Inc. as the owner of Parx Casino in Bensalem, Pennsylvania, has maintained a secure and robust gaming market since the opening of its casino in 2006, leading the way to its place as the most successful casino in Pennsylvania. To maintain a secure and robust market the operator must maintain high awareness and penetration among patrons and potential patrons within its market. This is done via the advertising and public relations efforts of the operator. Furthermore, in Pennsylvania the marketing for the use of promotional gaming credits or promotional/free play has been a critical tool in maintaining and increasing market penetration in furtherance of a secure and robust gaming market.

List of Attachments:

2-38-01 <u>Answer</u>	2-38-11 _____
2-38-02 <u>Morowitz Promo Play Report</u>	2-38-12 _____
2-38-03 _____	2-38-13 _____
2-38-04 _____	2-38-14 _____
2-38-05 _____	2-38-15 _____
2-38-06 _____	2-38-16 _____
2-38-07 _____	2-38-17 _____
2-38-08 _____	2-38-18 _____
2-38-09 _____	2-38-19 _____
2-38-10 _____	2-38-20 _____

Check this box if you have additional attachments:

3. ECONOMIC DEVELOPMENT

Prerequisites

Does your application:

- Provide completed studies and reports as required by Question 3-1?
- Provide information on the total employees employed as required by Question 3-2?
- Describe the affirmative action plan as required by Question 3-7?
- Demonstrate a plan for workforce development as required by Question 3-8?
- Describe a workforce development plan that utilizes and enhances the existing labor force?
- Estimate construction jobs and provide equal employment opportunities for them as required by Question 3-8?
- Describe plans for establishing, funding and maintaining HR practices that promote development of skilled and diverse workforce as required by Question 3-9?
- ¹ Describe contracts with organized labor as required by Question 3-10?
- Show plans for ensuring labor harmony during the construction and operational phases of the project as required by Question 3-11?
- Describe plans for promoting local businesses as required by Question 3-14?
- Describe plans for contracting with local businesses owners as required by Question 3-16?
- Describe a marketing program as required by Question 3-20?
- Describe plans for purchasing domestic slot machines as required by Question 3-22?
- Describe plans for building a gaming establishment of high caliber with quality amenities in partnership with local facilities?

¹ While the Applicant has not entered into any contracts, Applicant's plans regarding organized labor contracts that will be negotiated is described.

General

3-1 Studies and Reports

Provide completed studies and reports showing the proposed gaming establishment's: (i) economic benefits to the region and the Commonwealth; (ii) impact on the local and regional economy, including the impact on cultural institutions and on small businesses in the host community and surrounding communities.

Please provide a brief overview summarizing the studies and reports in this box. The response provided in this box will be released to the public.

The Economic impact Report concludes that the full economic impact of the proposed Raynham Park Slot Parlor with 1,250 gaming devices will in fact be profound, providing a major stimulus to the State of Massachusetts. The construction project is projected to generate \$313,000,000 in total output (GDP) throughout the State, supporting an estimated 1,400 jobs, \$97,400,000 in worker payroll and approximately \$25,000,000 in tax revenue during the projected 18-month construction period.

Once fully operational, the total economic impact attributable to the Raynham Park Slot Parlor is estimated at \$401,900,000 in total annual output (GDP) in Massachusetts, including on-site revenues and the expected increase in revenues at other businesses which support the slot parlor or are impacted indirectly by the operation. It is expected to support a total of 1,778 new jobs and \$72,700,000 in employee wages throughout Massachusetts, as well as \$137,800,000 in new tax revenue to the State, including gaming taxes, racehorse development fund revenues, sales tax and hotel tax revenues, and payroll tax.

List of Attachments:

3-01-01 <u>Answer</u>	3-01-11 _____
3-01-02 <u>Econ Impact St CONFIDENTIAL</u>	3-01-12 _____
3-01-03 _____	3-01-13 _____
3-01-04 _____	3-01-14 _____
3-01-05 _____	3-01-15 _____
3-01-06 _____	3-01-16 _____
3-01-07 _____	3-01-17 _____
3-01-08 _____	3-01-18 _____
3-01-09 _____	3-01-19 _____
3-01-10 _____	3-01-20 _____

Check this box if you have additional attachments:

Job Creation

3-2 Employees

State the number of employees to be employed at the proposed gaming establishment, including detailed information on the pay rate and benefits for employees, and describe how the applicant proposes to ensure that it provides a high number of quality jobs in the gaming establishment.

Please attach a detailed, written response to this question as attachment 3-02-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, the total number of anticipated employees to be employed at the proposed gaming establishment and a general description of the applicant’s plan. The response provided in this box will be released to the public.

Raynham Park plans to employ 804 persons (460 full-time employees and 344 part-time employees) in its permanent facility and 603 persons (348 full-time employees and 255 part-time employees) in its temporary facility. The full-time employees will receive a full package of benefits. Raynham Park has assured that it will provide a high number of quality jobs in the gaming establishment by developing estimated wage levels for the various positions in the gaming establishment. The average wage level for salaried employees in the gaming operations is projected at approximately \$80,000.00. The average wage level for hourly employees in gaming operations is projected to be approximately \$27,000.00, with some of these employees eligible for tips.

List of Attachments:

3-02-01 <u>Answer CONFIDENTIAL</u>	3-02-11 _____
3-02-02 <u>Benefits Casino CONFIDENTIAL</u>	3-02-12 _____
3-02-03 <u>Wages Food Bev CONFIDENTIAL</u>	3-02-13 _____
3-02-04 <u>GRI Benefits Plan CONFIDENTIAL</u>	3-02-14 _____
3-02-05 <u>GRI Retirement Plan CONFIDENTIAL</u>	3-02-15 _____
3-02-06 _____	3-02-16 _____
3-02-07 _____	3-02-17 _____
3-02-08 _____	3-02-18 _____
3-02-09 _____	3-02-19 _____
3-02-10 _____	3-02-20 _____

Check this box if you have additional attachments:

Job Creation

3-3 Massachusetts Community College Workforce Training Plans

Describe any plans the applicant has for working with the Massachusetts Community College Casino Careers Training Institute or other training organizations as the applicant trains and hires the staff for its facility and specifically its plans for staffing gaming positions with Massachusetts residents.

Please attach a detailed, written response to this question as attachment 3-03-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Our objective is to employ the friendliest and most efficient Team Members in the region and our recruitment strategy is geared to that end. Once applicants have been selected we will collaborate with the M.C.C.T.I. and other local, accredited training providers to achieve our objective. To that end we have already entered into an agreement with the M.C.C.T.I. to cooperate on work-force development issues in Southeastern Massachusetts. The Institute is represented in the area by Bristol Community College, Massasoit Community College, Cape Cod Community College and other work-force development agencies. Through its many partners the Institute will help provide worker training programs for prospective employees at Raynham Park and ensure that there are sufficient, trained local residents equipped to handle the new jobs this project will offer. Through coordination with M.C.C.T.I. and others, Raynham Park will assure that its objectives are met to hire most of its employees from the local Raynham area and virtually all, if not all, of the remaining employees from Massachusetts.

List of Attachments:

3-03-01 <u>Answer</u>	3-03-11 _____
3-03-02 <u>MOU</u>	3-03-12 _____
3-03-03 <u>Press Release</u>	3-03-13 _____
3-03-04 _____	3-03-14 _____
3-03-05 _____	3-03-15 _____
3-03-06 _____	3-03-16 _____
3-03-07 _____	3-03-17 _____
3-03-08 _____	3-03-18 _____
3-03-09 _____	3-03-19 _____
3-03-10 _____	3-03-20 _____

Check this box if you have additional attachments:

Job Creation

3-4 Job Opportunities and Training for Unemployed or Underemployed

Provide strategy as to how applicant will focus on job opportunities and training in areas and demographics of high unemployment and underemployment.

Please attach a detailed, written response to this question as attachment 3-04-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the strategy. The response provided in this box will be released to the public.

Raynham Park will make contact with all appropriate local, state and federal agencies in the surrounding areas to lay out the jobs available and qualifications required so that they in turn can start making plans to search their databases for unemployed and underemployed candidates. Raynham Park envisions that this would include the labor and workforce development section of the Massachusetts Government and the network of One-Stop Career Centers located throughout the Commonwealth. Furthermore, as indicated in the response to 3-03-01, Raynham Park has an MOU with M.C.C.T.I. to coordinate with the Institute in its attempts to attract qualified unemployed and underemployed persons. Finally, Raynham Park intends to provide specific attention to prior employees of the greyhound track which operated previously at the Raynham Park site and hire back as many of these former employees, including unemployed and underemployed, as possible.

List of Attachments:

3-04-01 <u>Answer</u>	3-04-11 _____
3-04-02 <u>MA ONE-STOP CAREER CNT</u>	3-04-12 _____
3-04-03 _____	3-04-13 _____
3-04-04 _____	3-04-14 _____
3-04-05 _____	3-04-15 _____
3-04-06 _____	3-04-16 _____
3-04-07 _____	3-04-17 _____
3-04-08 _____	3-04-18 _____
3-04-09 _____	3-04-19 _____
3-04-10 _____	3-04-20 _____

Check this box if you have additional attachments:

Job Creation

3-5 Experience with Hiring Unemployed and Underemployed

Describe the applicant's approach to and experience with hiring in areas and demographics of high unemployment and underemployment in other jurisdictions where the applicant has done business in the last 10 years.

Please attach a detailed, written response to this question as attachment 3-05-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the approach and experience. The response provided in this box will be released to the public.

Greenwood Racing has experience hiring unemployed and underemployed persons at Parx Casino. GRI's approach is to develop a major outreach program that incorporates all stakeholders and ensures they are aware of our recruitment needs and the process by which applications can be made. The experience has been positive and while formal records are not kept, over 200 previously unemployed people have been added to the Parx Casino workforce over the last few years.

List of Attachments:

3-05-01 <u>Answer</u>	3-05-11 _____
3-05-02 _____	3-05-12 _____
3-05-03 _____	3-05-13 _____
3-05-04 _____	3-05-14 _____
3-05-05 _____	3-05-15 _____
3-05-06 _____	3-05-16 _____
3-05-07 _____	3-05-17 _____
3-05-08 _____	3-05-18 _____
3-05-09 _____	3-05-19 _____
3-05-10 _____	3-05-20 _____

Check this box if you have additional attachments:

Job Creation

3-6 Plan for Workforce Development

Provide your plan for workforce development as set forth in the host community agreement and any surrounding community agreements that the applicant has executed.

Please attach a detailed, written response to this question as attachment 3-06-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

If Raynham Park is awarded a final Category 2 gaming license, Raynham Park and its contractors will work closely with the Town of Raynham to provide preference for the employment of town residents and former employees of the now closed Raynham Greyhound Track in the construction and operational phases of the gaming establishment. Prior to the construction and operations phase of the project, Raynham Park will hold a job fair for residents at which it will publicize its employment needs and explain its hiring processes. In addition, Raynham Park will make a good faith effort to use local vendors where cost and quality of goods and services are competitive. Raynham Park will advertise and work with the Taunton Area Chamber of Commerce to promote opportunities for local businesses. Raynham Park will also utilize union labor in the construction of the gaming establishment and will make periodic compliance reports to the Town of Raynham. In regards to work force development utilizing local residents, the MGC can be assured that Greenwood Racing has a record that is second to none. Overall, Raynham Park will meet or exceed the local hiring record of Greenwood Racing in Pennsylvania with 80% of its employees residing within 15 miles and 65% within 10 miles of the gaming facility.

List of Attachments:

3-06-01 <u>Answer</u>	3-06-11 _____
3-06-02 <u>Host Agree pp. 1-3</u>	3-06-12 _____
3-06-03 _____	3-06-13 _____
3-06-04 _____	3-06-14 _____
3-06-05 _____	3-06-15 _____
3-06-06 _____	3-06-16 _____
3-06-07 _____	3-06-17 _____
3-06-08 _____	3-06-18 _____
3-06-09 _____	3-06-19 _____
3-06-10 _____	3-06-20 _____

Check this box if you have additional attachments:

Job Creation

3-7 Affirmative Action Plan

Provide an explanation as to how the applicant proposes to establish and implement an affirmative action program of equal opportunity whereby specific goals for the utilization of minorities, women and veterans on construction jobs; provided, however, that such goals shall be equal to or greater than the goals contained in the executive office for administration and finance Administration [Bulletin Number 14](#). (See related attestation in section [B. Signature Forms](#)).

Please attach a detailed, written response to this question as attachment 3-07-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, identification of the specific goals. The response provided in this box will be released to the public.

Raynham Park will adopt a plan regarding affirmative action that has served Greenwood Racing so well in the operation of Parx Casino. But it is noteworthy that Greenwood Racing Inc. has been commended by the Director of Diversity for the Pennsylvania Gaming Control Board, for its outreach to minority and women owned businesses and for good reason. As part of implementing its program in Massachusetts Raynham Park will adopt the participation goals of Administrative Bulletin Number 14 which establish project goals of 15.3% for minorities and 6.9% for women for construction contractors. Given its experience at Parx Casino, GRI and Raynham Park are confident that they will achieve these goals for this project.

List of Attachments:

3-07-01 <u>Answer</u>	3-07-10 _____
3-07-02 <u>Parx Diversity Presentation</u>	3-07-11 _____
3-07-03 _____	3-07-12 _____
3-07-04 _____	3-07-13 _____
3-07-05 _____	3-07-14 _____
3-07-06 _____	3-07-15 _____
3-07-07 _____	3-07-16 _____
3-07-08 _____	3-07-17 _____
3-07-09 _____	3-07-18 _____

Check this box if you have additional attachments:

Job Creation

3-8 Workforce Development

Describe your workforce development plan and explain how the applicant proposes to implement it such that it: (i) incorporates an affirmative action program of equal opportunity by which the applicant guarantees to provide equal employment opportunities to all employees qualified for licensure in all employment categories, including persons with disabilities (applicant may reference response to question 3-7); (ii) utilizes the existing labor force in the commonwealth; (iii) estimates the number of construction jobs a gaming establishment will generate and provides for equal employment opportunities and which includes specific goals for the utilization of minorities, women and veterans on those construction jobs; (iv) identifies workforce training programs offered by the gaming establishment; (v) identifies the methods for accessing employment at the gaming establishment; and (vi) addresses workplace safety issues for employees.

Please attach a detailed, written response to this question as attachment 3-08-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plan for each category provided including the number of estimated construction jobs to be generated. The response provided in this box will be released to the public.

The workforce development plan will assure compliance with all local, state and federal laws, including but not limited to EEOC, and the Americans with Disabilities Act. Our plans incorporate and emphasize Raynham Park’s commitment to local hiring, and assuring minority and women participation in the estimated 1,000 construction jobs which will be created by the project. Greenwood Racing brings extensive expertise in job training and employment opportunity awareness from its experience at Parx Casino in Pennsylvania. Finally, Raynham Park’s plans incorporate a commitment to workplace safety and will provide OSHA training and other safety training to all appropriate employee job classifications.

List of Attachments:

3-08-01 <u>Answer</u>	3-08-05 _____
3-08-02 <u>Training Programs CONFIDENTIAL</u>	3-08-06 _____
3-08-03 _____	3-08-07 _____
3-08-04 _____	3-08-08 _____

Check this box if you have additional attachments:

Job Creation

3-9 HR Practices

State whether the applicant has prepared, and how the applicant proposes to establish, fund and maintain human resource hiring and training practices that promote the development of a skilled and diverse workforce and access to promotion opportunities through a workforce training program that: (i) establishes transparent career paths with measurable criteria within the gaming establishment that lead to increased responsibility and higher pay grades that are designed to allow employees to pursue career advancement and promotion; (ii) provides employee access to additional resources, such as tuition reimbursement or stipend policies, to enable employees to acquire the education or job training needed to advance career paths based on increased responsibility and pay grades; and (iii) establishes an on-site child day-care program. Further, identify whether the applicant plans to establish employee assistance programs, including those relative to substance abuse and problem gaming, and outline its plan to establish a program to train its gaming employees in the identification of and intervention with customers exhibiting problem gaming behavior

Please attach a detailed, written response to this question as attachment 3-09-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a broad description of the plan within each of the categories provided. The response provided in this box will be released to the public.

Greenwood Racing, Inc.'s Parx Casino in Pennsylvania has developed "best practice" in its H.R. policies and maintains an excellent labor force. This same expertise will ensure Raynham Park will develop and maintain its own highly skilled, engaged and diverse workforce. Raynham Park will train, promote and transfer employees based upon the operational needs of the business, the annual budget and the qualifications, job performance, conduct and abilities of the individual. Full time employees with more than one year's service will be eligible for reimbursement of tuition costs for business and/or industry related courses. While onsite childcare is not being planned at this time, Raynham Park will offer an Employee Assistance Program (EAP) through a third-party provider to help employees deal with personal problems that may adversely affect their work performance, health and general well-being.

List of Attachments:

3-09-01 <u>Answer</u>	3-09-04 _____
3-09-02 _____	3-09-05 _____
3-09-03 _____	3-09-06 _____

Check this box if you have additional attachments:

Job Creation

3-10 Organized Labor Contracts

State whether the applicant has, is subject to, or is negotiating any contract with organized labor, including hospitality services, and whether the applicant has the support of organized labor for its application, which specifies: (i) the number of employees to be employed at the gaming establishment, including detailed information on the pay rate and benefits for employees and contractors, (ii) the total amount of investment by the applicant in the gaming establishment and all infrastructure improvements related to the project, (iii) completed studies and reports including an economic benefit study, both for the Commonwealth and the region and (iv) whether the applicant has included detailed plans for assuring labor harmony during all phases of the construction, reconstruction, renovation, development and operation of the gaming establishment.

Please attach a detailed, written response to this question as attachment 3-10-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has had preliminary discussions with organized labor and believes it has the support of organized labor for this project. Although, given the effort of preparing this Phase 2 Application, Raynham Park has not had the opportunity to go through the details of its Phase 2 Application with organized labor, but plans to do so in the very near future. A letter of support from the International Brotherhood of Electrical Workers, Local Union No. 233 is included as 3-10-02.

List of Attachments:

3-10-01 <u>Answer</u>	3-10-07 _____
3-10-02 <u>IBEW Ltr</u>	3-10-08 _____
3-10-03 _____	3-10-09 _____
3-10-04 _____	3-10-10 _____
3-10-05 _____	3-10-11 _____
3-10-06 _____	3-10-12 _____

Check this box if you have additional attachments:

Job Creation

3-11 Labor Harmony

Outline the applicant’s plans for ensuring labor harmony during the construction and operational phases of the project including whether the applicant plans to enter into any Project Labor Agreements or neutrality agreements. (Reference may be made to the response to question 3-10). If the applicant does not intend to enter into any such agreements, please explain.

Please attach a detailed, written response to this question as attachment 3-11-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

In order to control costs and to insure timely completion of the project, Raynham Park LLC would seek to negotiate and execute a Project Labor Agreement to determine the terms and conditions of employment for employees working on the construction of this new facility. Raynham Park would seek to tailor the terms with all applicable construction and trade unions in order to reach a fair and comprehensive understanding regarding the wage rates and benefits of all employees working on the project.

List of Attachments:

3-11-01 <u>Answer</u>	3-11-11 _____
3-11-02 _____	3-11-12 _____
3-11-03 _____	3-11-13 _____
3-11-04 _____	3-11-14 _____
3-11-05 _____	3-11-15 _____
3-11-06 _____	3-11-16 _____
3-11-07 _____	3-11-17 _____
3-11-08 _____	3-11-18 _____
3-11-09 _____	3-11-19 _____
3-11-10 _____	3-11-20 _____

Check this box if you have additional attachments:

Job Creation

3-12 Employee Retention Record

Please describe and provide documentation that outlines applicant's employee retention record at other operational sites.

Please attach a detailed, written response to this question as attachment 3-12-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, a summary of the record. The response provided in this box will be released to the public.

Greenwood Racing, Inc. has an excellent record in staff retention. This is an industry where high labor turnover rates are considered the norm.

Within the main base of operations which is Parx Casino in Pennsylvania, Parx has had 287 employees leave through September of this year out of an average workforce of 1850. Parx expects approximately 400 leaves in 2013 – a labor turnover rate of about 21%. This compares favorably to a regional norm of approximately 40% to 50%. It should be noted that over 30% of the 287 leaves occurred during the first three months of employment, which is the employees’ probationary period.

Casino life with its 24/7/365 nature is not for everyone and typically turnover is higher during the 90-day probationary period.

List of Attachments:

3-12-01 <u>Answer</u>	3-12-11 _____
3-12-02 <u>Retention Documentation CONFIDENTIAL</u>	3-12-12 _____
3-12-03 _____	3-12-13 _____
3-12-04 _____	3-12-14 _____
3-12-05 _____	3-12-15 _____
3-12-06 _____	3-12-16 _____
3-12-07 _____	3-12-17 _____
3-12-08 _____	3-12-18 _____
3-12-09 _____	3-12-19 _____
3-12-10 _____	3-12-20 _____

Check this box if you have additional attachments:

Job Creation

3-13 Ethnic Diversity

Please describe and provide documentation that outlines the ethnic diversity of the applicant's workforce at other locations, the plans for workforce diversity the applicant has used at those facilities, the results of those plans and, unless they are self-explanatory, the metrics the applicant has used to determine those results.

Please attach a detailed, written response to this question as attachment 3-13-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, a summary of the diversity. The response provided in this box will be released to the public.

Parx Casino's workforce is a strong example of diversity and inclusion at its best. Parx Casino's outreach to bring the top talent from all segments of the community has been constant and effective. Parx Casino's human resources workforce metrics indicate that in most cases the casino is over represented with historically underrepresented groups as members of its team. Parx Casino feels that diversity and inclusion are key elements to its success as a Casino and as a business leader in our community.

List of Attachments:

3-13-01 <u>Answer</u>	3-13-10 _____
3-13-02 <u>PGCB Diversity Report</u>	3-13-11 _____
3-13-03 _____	3-13-12 _____
3-13-04 _____	3-13-13 _____
3-13-05 _____	3-13-14 _____
3-13-06 _____	3-13-15 _____
3-13-07 _____	3-13-16 _____
3-13-08 _____	3-13-17 _____
3-13-09 _____	3-13-18 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-14 Local Business Promotion

Describe plans for promoting local businesses in host and surrounding communities including developing cross-marketing strategies with local restaurants, small businesses, hotels, retail outlets and impacted live entertainment venues.

Please attach a detailed, written response to this question as attachment 3-14-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Parx Raynham will support both current and new businesses in multiple ways. First, the casino will use them as our vendors and service providers. Second, Raynham Park will launch a Community Partners program similar to what is in place in Bensalem. In this program, terms will be negotiated with local businesses whereby they offer a discount to any customer who comes in with a Parx loyalty card. In return for providing this discount, the casino will market the business as part of its program. This program is included as a benefit for the loyalty card program both online and in brochures. In addition, Raynham Park will remind its patrons about the program via inclusion in monthly direct mail as well as email references. Third, Raynham Park will work with local hotels to negotiate set rates as partner hotels and will offer those discounted rates to loyalty card holders and comp rooms to valued patrons.

List of Attachments:

3-14-01 <u>Answer</u>	3-14-11 _____
3-14-02 <u>NC Impact Rpt. p. 23</u>	3-14-12 _____
3-14-03 <u>Mayor DiGirolamo Letter</u>	3-14-13 _____
3-14-04 <u>BEDC Letter</u>	3-14-14 _____
3-14-05 <u>Econ Impact St pp 14-16, 22-24</u>	3-14-15 _____
3-14-06 <u>Proj Local Bus Rev</u>	3-14-16 _____
3-14-07 <u>Bucks Co. Ltr.</u>	3-14-17 _____
3-14-08 _____	3-14-18 _____
3-14-09 _____	3-14-19 _____
3-14-10 _____	3-14-20 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-15 Local Suppliers

Describe plans for use of Massachusetts based firms, suppliers and materials in the construction and furniture, fixtures, and equipment (“FFE”) furnishing phase of the applicant's project.

Please attach a detailed, written response to this question as attachment 3-15-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has definitive plans to aggressively use Massachusetts-based and, more specifically, local firms and suppliers in the construction and furnishing of both its temporary and permanent facilities. As part of its Host Community Agreement, Raynham Park has committed to make good faith efforts to purchase materials and services from local businesses and utilize local contractors in constructing its project. Raynham Park will work cooperatively with the Town of Raynham and the Taunton Area Chamber of Commerce to achieve such local contracting. These efforts will include holding business fairs for potential local vendors and contractors, actively soliciting local firms, and advertising business opportunities locally.

List of Attachments:

3-15-01 <u>Answer</u>	3-15-11 _____
3-15-02 <u>3-15-02 Econ Impact St pp 12-15</u>	3-15-12 _____
3-15-03 _____	3-15-13 _____
3-15-04 _____	3-15-14 _____
3-15-05 _____	3-15-15 _____
3-15-06 _____	3-15-16 _____
3-15-07 _____	3-15-17 _____
3-15-08 _____	3-15-18 _____
3-15-09 _____	3-15-19 _____
3-15-10 _____	3-15-20 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-16 Local Business Owners

Describe plans for contracting with local business owners for provision of goods and services to the gaming establishment, including developing plans designed to assist businesses in the Commonwealth in identifying the needs for goods and services to the establishment.

Please attach a detailed, written response to this question as attachment 3-16-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has concrete plans to substantially use local businesses for its procurement needs in operating its casino and entertainment facility. As part of its Host Community Agreement, Raynham Park has committed to make good faith efforts to purchase goods and services from local businesses and utilize local contractors in its operations. Raynham Park will work cooperatively with the Town of Raynham and the Taunton Area Chamber of Commerce to facilitate such local procurement. These efforts will include holding business fairs for potential local vendors and contractors, actively soliciting local firms, and advertising business opportunities locally.

List of Attachments:

3-16-01 <u>Answer</u>	3-16-11 _____
3-16-02 <u>RGR Local Procurement CONFIDENTIAL</u>	3-16-12 _____
3-16-03 _____	3-16-13 _____
3-16-04 _____	3-16-14 _____
3-16-05 _____	3-16-15 _____
3-16-06 _____	3-16-16 _____
3-16-07 _____	3-16-17 _____
3-16-08 _____	3-16-18 _____
3-16-09 _____	3-16-19 _____
3-16-10 _____	3-16-20 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-17 Assisting Businesses

Provide your plans to assist businesses owners in the Commonwealth in identifying the future needs of the applicant for the provision of goods and services to the establishment.

Please attach a detailed, written response to this question as attachment 3-17-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park will establish partnerships with business organizations and chambers of commerce and will seek membership and engagement with community organizations. Raynham Park executives will serve on chamber committees that represent economic development organizations. Raynham Park will support local small business development through membership, participation and funding of events and initiatives and will reach out to organizations that represent minority, women, veterans, disabled and local small businesses.

List of Attachments:

3-17-01 <u>Answer</u>	3-17-11 _____
3-17-02 _____	3-17-12 _____
3-17-03 _____	3-17-13 _____
3-17-04 _____	3-17-14 _____
3-17-05 _____	3-17-15 _____
3-17-06 _____	3-17-16 _____
3-17-07 _____	3-17-17 _____
3-17-08 _____	3-17-18 _____
3-17-09 _____	3-17-19 _____
3-17-10 _____	3-17-20 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-18 Promoting Regional Businesses

Provide plans to demonstrate how you will support and/or promote regional businesses. (Applicant may refer back to response to question 3-14).

Please attach a detailed, written response to this question as attachment 3-18-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

As an active and engaged regional business we will promote cooperation and collaboration to make our community stronger. Raynham Park executives will attend outreach events such as job fairs and business fairs sponsored by community partners. Raynham Park will also develop “How to do business with Raynham Park” seminars at which Raynham Park buyers will meet small business suppliers to explain the casino’s business and operational needs. Raynham Park will also establish a Local Business Enterprise metric that will keep the focus on business and job generation in the local community.

List of Attachments:

3-18-01 <u>Answer</u>	3-18-11 _____
3-18-02 <u>GGE Diversity Plan CONFIDENTIAL</u>	3-18-12 _____
3-18-03 _____	3-18-13 _____
3-18-04 _____	3-18-14 _____
3-18-05 _____	3-18-15 _____
3-18-06 _____	3-18-16 _____
3-18-07 _____	3-18-17 _____
3-18-08 _____	3-18-18 _____
3-18-09 _____	3-18-19 _____
3-18-10 _____	3-18-20 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-19 Vendor Supplied Goods

Provide plans detailing an outside spending budget for vendor supplied goods and services and breakdowns by category of expenditures.

Please attach a detailed, written response to this question as attachment 3-19-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a summary of the plan by category. The response provided in this box will be released to the public.

In stabilized years, Raynham Park plans to spend approximately \$43,166,000 on vendor supplied goods and services. This includes expenditures in the categories of advertising and promotion, facilities and administration, food and beverage, outside services and slot specific goods and services. A specific breakdown of the vendor goods and services, by category, is included in 3-19-02.

List of Attachments:

3-19-01 <u>Answer</u>	3-19-11 _____
3-19-02 <u>Vendor Goods Services</u>	3-19-12 _____
3-19-03 _____	3-19-13 _____
3-19-04 _____	3-19-14 _____
3-19-05 _____	3-19-15 _____
3-19-06 _____	3-19-16 _____
3-19-07 _____	3-19-17 _____
3-19-08 _____	3-19-18 _____
3-19-09 _____	3-19-19 _____
3-19-10 _____	3-19-20 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-20 Minority, Women, and Veteran Businesses

Provide a copy of a marketing program, and an explanation as to how the applicant proposes to implement the program, by which the applicant identifies specific goals, expressed as an overall program goal applicable to the total dollar amount of contracts, for utilization of: (i) minority business enterprises, women business enterprises and veteran business enterprises to participate as contractors in the design of the gaming establishment; (ii) minority business enterprises, women business enterprises and veteran business enterprises to participate as contractors in the construction of the gaming establishment; and (iii) minority business enterprises, women business enterprises and veteran business enterprises to participate as vendors in the provision of goods and services procured by the gaming establishment and any businesses operated as part of the gaming establishment. (See related attestation in section [B. Signature Forms](#)).

Please attach a detailed, written response to this question as attachment 3-20-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, a general summary of the plan in each of the provided categories. The response provided in this box will be released to the public.

The Raynham Park Diversity and Inclusion Plan will be managed by the Director of Diversity and Inclusion and will adopt diversity goals for Raynham Park. The Raynham Park Diversity and Inclusion Plan will adopt the attached goals for all vendors, including design and construction vendors.

Minority owned Business (MBE) – 15%	Women Owned Business is (WBE) – 10%
Veteran owned business (VBE) – 10%	Local Business Enterprise (LBE) – 35%

List of Attachments:

3-20-01 <u>Answer</u>	3-20-06 _____
3-20-02 <u>GGE Diversity Plan</u>	3-20-07 _____
3-20-03 _____	3-20-08 _____
3-20-04 _____	3-20-09 _____
3-20-05 _____	3-20-10 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-21 Projected Benefit for Regional Businesses

Provide projections for increases in gross revenues for regional businesses as a result of gaming establishment operations each year for the first five years of operations on a best, average and worst case basis, identifying and describing the methodology used to produce the projections and describe the assumptions on which each projection is based.

Please attach a detailed, written response to this question as attachment 3-21-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, the projection within each category. The response provided in this box will be released to the public.

Raynham Park will generate dramatic positive economic benefits for local and regional businesses, including hotels, restaurants, retailers, gas stations, convenience stores, and suppliers of a wide array of goods and services. Over the first five years, the total benefit in increased revenues that regional businesses will realize as a result of Raynham Park Casino is projected to range from \$159 - \$192 million per year, with the average case scenario projecting four years of increased revenue at \$192 million per year and revenue at over \$174 million in year five. During this five-year period, the indirect and induced new revenues for area businesses is expected to reach \$140 million per year, the direct purchases by Raynham Park from local businesses will be as high as \$38 million annually, new revenue for local retailers will reach nearly \$8 million each year, and local hotels will see an annual increase in revenue of over \$6 million.

List of Attachments:

3-21-01 <u>Answer</u>	3-21-10 _____
3-21-02 <u>Econ Impact St</u>	3-21-11 _____
3-21-03 _____	3-21-12 _____
3-21-04 _____	3-21-13 _____
3-21-05 _____	3-21-14 _____
3-21-06 _____	3-21-15 _____
3-21-07 _____	3-21-16 _____
3-21-08 _____	3-21-17 _____
3-21-09 _____	3-21-18 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-22 Domestic Slot Machines

Describe any plans the applicant has for purchasing domestically manufactured slot machines for installation in the gaming establishment.

Please attach a detailed, written response to this question as attachment 3-22-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park anticipates that the vast majority of the slot machines to be installed in the proposed gaming establishment will be purchased and or leased from domestic manufacturers. All of the leading slot manufacturers are either headquartered in or have manufacturing plants in the United States, including IGT, Bally, WMS and Aristocrat. These manufacturers will likely represent over 80% of the slot floor. There are a number of smaller manufacturers that will also have a small percentage of games on the floor and while Raynham Park expects most of these smaller manufacturers to be domestic, it may be that Raynham Park will find attractive additions to the gaming floor from one or more foreign manufacturers.

List of Attachments:

3-22-01 <u>Answer</u>	3-22-11 _____
3-22-02 _____	3-22-12 _____
3-22-03 _____	3-22-13 _____
3-22-04 _____	3-22-14 _____
3-22-05 _____	3-22-15 _____
3-22-06 _____	3-22-16 _____
3-22-07 _____	3-22-17 _____
3-22-08 _____	3-22-18 _____
3-22-09 _____	3-22-19 _____
3-22-10 _____	3-22-20 _____

Check this box if you have additional attachments:

Supporting External Business And Job Growth

3-23 Gaming Equipment Vendors

Realizing that formal plans may not be finalized, please provide the names of all proposed vendors of gaming equipment to the best of your present knowledge and belief. If more space is needed, please use an attachment. Provide the primary business address for each vendor in an attachment.

Names of Gaming Equipment Vendors:

1. Ainsworth Gaming
2. Aristocrat
3. Aruze
4. Bally
5. Future Logic
6. Gasser
7. GTECH/Spielo
8. Gary Platt
9. Graphic Controls
10. IGT
11. Konami
12. Lightning Gaming
13. Multimedia Games
14. SHFL Entertainment
15. WMS/ Scientific Games
16. Advanced Gaming Associates
17. HAPP Controls
18. KGM

List of Attachments:

3-23-01 <u>Vendors</u>	3-23-03 _____
3-23-02 _____	3-23-04 _____
Check this box if you have additional attachments: <input type="checkbox"/>	

Regional Tourism And Attractions

3-24 Local Agreements

Provide local agreements designed to expand gaming establishment draw (i.e. - number of patrons brought to the region).

Please provide a brief summary of any attached agreements in this box. The response provided in this box will be released to the public.

Raynham Park has not, at this time, entered into any local agreements. Consistent with Raynham Park’s plans and the Community Partners program detailed in response to questions 3-14 and 3-25, Raynham Park fully expects to enter into such agreements with local businesses in the future and will provide the same to the MGC.

List of Attachments:

3-24-01 <u>Answer</u>	3-24-11 _____
3-24-02 _____	3-24-12 _____
3-24-03 _____	3-24-13 _____
3-24-04 _____	3-24-14 _____
3-24-05 _____	3-24-15 _____
3-24-06 _____	3-24-16 _____
3-24-07 _____	3-24-17 _____
3-24-08 _____	3-24-18 _____
3-24-09 _____	3-24-19 _____
3-24-10 _____	3-24-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-25 Cross Marketing

Provide plans that demonstrate how you will cross-market with other attractions.

Please attach a detailed, written response to this question as attachment 3-25-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a summary of any attached agreements and a general summary of the plans. The response provided in this box will be released to the public.

Raynham Park will actively seek out opportunities to cross-market the casino with local and regional businesses and attractions. Part of this effort will include launching a Community Partners program through which Raynham Park and surrounding restaurants, hotels, retailers, jewelers, spas and salons, and other businesses will work together to cross-market and enhance each partner’s customer base. Raynham Park will also seek to establish marketing and sponsorship opportunities with local and regional sports and cultural attractions.

List of Attachments:

3-25-01 <u>Answer CONFIDENTIAL</u>	3-25-11 _____
3-25-02 _____	3-25-12 _____
3-25-03 _____	3-25-13 _____
3-25-04 _____	3-25-14 _____
3-25-05 _____	3-25-15 _____
3-25-06 _____	3-25-16 _____
3-25-07 _____	3-25-17 _____
3-25-08 _____	3-25-18 _____
3-25-09 _____	3-25-19 _____
3-25-10 _____	3-25-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-26 Collaboration with Tourism and Other Industries

Provide plans that detail collaboration by the applicant with tourism and other related industries including the [Massachusetts tourism](#) and other related industries.

Please attach a detailed, written response to this question as attachment 3-26-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Parx Casino has been an active participant with tourism bureaus in Pennsylvania, and Raynham Park plans to be equally active as a partner with tourism bureaus in Massachusetts. This activity will include not only partnering with the tourism bureaus themselves, but also partnering with local government to advance the interests of local tourism as well as hosting events at the casino for tourism education purposes.

List of Attachments:

3-26-01 <u>Answer CONFIDENTIAL</u>	3-26-11 _____
3-26-02 _____	3-26-12 _____
3-26-03 _____	3-26-13 _____
3-26-04 _____	3-26-14 _____
3-26-05 _____	3-26-15 _____
3-26-06 _____	3-26-16 _____
3-26-07 _____	3-26-17 _____
3-26-08 _____	3-26-18 _____
3-26-09 _____	3-26-19 _____
3-26-10 _____	3-26-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-27 International Marketing Efforts

(Optional For Category 2 applicants) Provide plans for international marketing efforts. Reference may be made to the response to question 3-26.

Please attach a detailed, written response to this question as attachment 3-27-01 and provide a brief overview of your response in this box. The summary should include, at a minimum, a broad description of the plans. The response provided in this box will be released to the public.

As a Category 2 Applicant, Raynham Park has no current plans for international marketing efforts.

List of Attachments:

3-27-01 <u>N/A</u>	3-27-11 _____
3-27-02 _____	3-27-12 _____
3-27-03 _____	3-27-13 _____
3-27-04 _____	3-27-14 _____
3-27-05 _____	3-27-15 _____
3-27-06 _____	3-27-16 _____
3-27-07 _____	3-27-17 _____
3-27-08 _____	3-27-18 _____
3-27-09 _____	3-27-19 _____
3-27-10 _____	3-27-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-28 Other Amenities

Provide plans for planned attractions and amenities beyond hotel, gaming, restaurants and in-house entertainment to draw customers. *(Note- hotel optional For Category 2 applicants)*

Please attach a detailed, written response to this question as attachment 3-28-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park will continue to offer simulcast wagering on horse races which are provided on the site today. Furthermore, Raynham Park is committed to opening and operating a harness racing track in Brockton, MA if the harness racing track in Plainville ceases operations. Raynham Park has initiated discussions regarding this harness racing project with the Horsemen’s Association to develop plans in the event of a Plainville closure.

List of Attachments:

3-28-01 <u>Answer</u>	3-28-11 _____
3-28-02 <u>Brockton Racing Proposal</u>	3-28-12 _____
3-28-03 _____	3-28-13 _____
3-28-04 _____	3-28-14 _____
3-28-05 _____	3-28-15 _____
3-28-06 _____	3-28-16 _____
3-28-07 _____	3-28-17 _____
3-28-08 _____	3-28-18 _____
3-28-09 _____	3-28-19 _____
3-28-10 _____	3-28-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-29 Unique Business and Marketing Strategies

Provide additional plans that demonstrate unique business and marketing strategies to draw new revenues from new customers.

Please attach a detailed, written response to this question as attachment 3-29-01 and provide a brief overview of your response in this box. Given the potential sensitivity of this information, the overview should contain, at a minimum, a broad summary of any plans. The response provided in this box will be released to the public.

Raynham Park will employ a wide array of business and marketing strategies to build awareness of and draw patrons to its casino. Those strategies will include both traditional and more unique approaches. As part of its more atypical plans, Raynham Park will uniquely capitalize on its local and regional relationships, its particular ability to effectively utilize direct marketing, and potential synergies with its planned harness racing operations at the Brockton Fairgrounds.

List of Attachments:

3-29-01 <u>Answer CONFIDENTIAL</u>	3-29-11 _____
3-29-02 <u>Brockton Racing Proposal</u>	3-29-12 _____
3-29-03 _____	3-29-13 _____
3-29-04 _____	3-29-14 _____
3-29-05 _____	3-29-15 _____
3-29-06 _____	3-29-16 _____
3-29-07 _____	3-29-17 _____
3-29-08 _____	3-29-18 _____
3-29-09 _____	3-29-19 _____
3-29-10 _____	3-29-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-30 Regional Economic Plan Coordination

State whether the applicant's proposed gaming establishment is part of a regional or local economic plan, and provide documentation demonstrating inclusion and coordination with regional economic plans.

Please attach a detailed, written response to this question as attachment 3-30-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The proposed gaming establishment is not part of a formal regional or local economic plan.

List of Attachments:

3-30-01 <u>Answer</u>	3-30-11 _____
3-30-02 _____	3-30-12 _____
3-30-03 _____	3-30-13 _____
3-30-04 _____	3-30-14 _____
3-30-05 _____	3-30-15 _____
3-30-06 _____	3-30-16 _____
3-30-07 _____	3-30-17 _____
3-30-08 _____	3-30-18 _____
3-30-09 _____	3-30-19 _____
3-30-10 _____	3-30-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-31 Other Community Enhancements

Provide plans outlining community enhancements not already covered by section 3. *Economic Development*.

Please attach a detailed, written response to this question as attachment 3-31-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

All of the community enhancements of the proposed gaming establishment have been covered previously in Section 3.

List of Attachments:

3-31-01 <u>Answer</u>	3-31-11 _____
3-31-02 _____	3-31-12 _____
3-31-03 _____	3-31-13 _____
3-31-04 _____	3-31-14 _____
3-31-05 _____	3-31-15 _____
3-31-06 _____	3-31-16 _____
3-31-07 _____	3-31-17 _____
3-31-08 _____	3-31-18 _____
3-31-09 _____	3-31-19 _____
3-31-10 _____	3-31-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-32 Record of Success

Provide documentation that outlines the applicant's record of success at other operational sites in other jurisdictions in meeting objectives similar to those discussed in the responses to questions 3-24, 3-25, 3-26, 3-27, and 3-29.

Please attach a detailed, written response to this question as attachment 3-32-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

GRI has achieved considerable success on these marketing and tourism initiatives at its Parx Casino in Bensalem, Pennsylvania. As to local agreements and cross-marketing designed to draw patrons and boost the regional economy, Parx has a successful and growing Community Partners program including a wide variety of businesses from hotels and restaurants to retail and jewelers, to medical, travel and personal services. Parx also actively collaborates with the greater Philadelphia tourism and business industries, as well as the Philadelphia sports franchises. Finally, Parx has effectively utilized both common gaming industry marketing techniques and unique strategies to become Pennsylvania's most successful casino.

List of Attachments:

3-32-01 <u>Answer</u>	3-32-11 _____
3-32-02 <u>Bus. Affiliations</u>	3-32-12 _____
3-32-03 <u>BEDC Letter</u>	3-32-13 _____
3-32-04 _____	3-32-14 _____
3-32-05 _____	3-32-15 _____
3-32-06 _____	3-32-16 _____
3-32-07 _____	3-32-17 _____
3-32-08 _____	3-32-18 _____
3-32-09 _____	3-32-19 _____
3-32-10 _____	3-32-20 _____

Check this box if you have additional attachments:

Regional Tourism And Attractions

3-33 Entertainment and Athletic Events

Provide details of the applicant’s plans for using entertainers and entertainment, including athletic events, to attract patrons to the applicant's facility.

Please attach a detailed, written response to this question as attachment 3-33-01 and provide a brief overview of your response in this box. The summary should include, at a minimum, a broad description of the plans. The response provided in this box will be released to the public.

Parx Raynham will have a full calendar of entertainment in its showroom. There will be a wide variety of types of events in order to attract a full range of customers. In addition, live music acts will be provided in the bars. Offsite, Raynham Park will partner with Boston area professional sports teams (Patriots, Red Sox, Bruins, Celtics, Revolution, etc.) to provide entertainment experiences for the casino’s best guests via season tickets, suites, sponsorships, etc. Finally, Raynham Park is developing plans and is committed to operate harness racing in Brockton in order to maintain a venue for racing should other venues decide to cease operations.

List of Attachments:

3-33-01 <u>Answer</u>	3-33-11 _____
3-33-02 <u>3-33-02 Brockton Racing Proposal</u>	3-33-12 _____
3-33-03 _____	3-33-13 _____
3-33-04 _____	3-33-14 _____
3-33-05 _____	3-33-15 _____
3-33-06 _____	3-33-16 _____
3-33-07 _____	3-33-17 _____
3-33-08 _____	3-33-18 _____
3-33-09 _____	3-33-19 _____
3-33-10 _____	3-33-20 _____

Check this box if you have additional attachments:

4. BUILDING & SITE DESIGN

Prerequisites

Does your application:

- Demonstrate that the project complies with [780 CMR](#) (State Building Code), [521 CMR](#) (Architectural Access regulations), local ordinances and by-laws, including M.G.L. c.30, §§61-62H as provided in 205 CMR 120.01?
- Provide the names and addresses of the architects, engineers and designers of the gaming facility as required by Question 4-3?
- State how your hotels, hotel rooms, restaurants will compare in quality to other area hotels and amenities as required by Question 4-19?
- Utilize sustainable development principles in the construction and during the life cycle of the facility?
- Describe your plans relating to LEED as required by Question 4-37?
- Describe plans to meet or exceed the stretch energy code requirements as required by Question 4-39?
- Describe plans for conservation of water and management of storm water as required by Question 4-41?
- Describe plans for use of energy efficient equipment as required by Question 4-43?
- Describe plans for generating at least 10% of energy on site as required by Question 4-46?
- Describe plans for monitoring energy use as required by Question 4-49?

Demonstrate Creativity In Design And Overall Concept Excellence

4-1 Overall Theme

Describe the overall theme and concept underlying the proposed design of the facility, including how that theme and concept promote attraction of visitors to the facility and interaction by those visitors with the facility's immediate and regional surroundings.

Please attach a detailed, written response to this question as attachment 4-01-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The design of Raynham Park's facility is focused on providing an engaging and exciting environment based on best practices of successful gaming and mixed-use entertainment facilities. A range of amenities will be provided to attract patrons interested in gaming, simulcast wagering, dining, entertainment or meeting and conference activities. Multiple entries and surrounding parking at each level will promote convenient guest access. Internally the project will provide a variety of high quality diverse interior environments and experiences. The exterior is designed to provide an iconic modern expression of the high energy entertainment experience within. The development master plan allows for flexible expansion that could accommodate additional entertainment, retail and hotel uses as dictated by market requirements and community demand, providing opportunities for additional guest visitation and the project's long term success.

List of Attachments:

4-01-01 <u>Answer</u>	4-01-11 _____
4-01-02 _____	4-01-12 _____
4-01-03 _____	4-01-13 _____
4-01-04 _____	4-01-14 _____
4-01-05 _____	4-01-15 _____
4-01-06 _____	4-01-16 _____
4-01-07 _____	4-01-17 _____
4-01-08 _____	4-01-18 _____
4-01-09 _____	4-01-19 _____
4-01-10 _____	4-01-20 _____

Check this box if you have additional attachments:

Demonstrate Creativity In Design And Overall Concept Excellence

4-2 Relationship with Surroundings

Describe the relationship, if any, between the proposed facility and the architecture, history and culture of its immediate and regional surroundings.

Please attach a detailed, written response to this question as attachment 4-02-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The project site, previously known as Raynham Park, has been a regional landmark for gaming, wagering, dining and entertainment for decades. Based on its strength as one of the largest and best known dog racing tracks in the United States, the site's reputation and history of drawing substantial visitors for entertainment provides a framework for the design of a new slots casino and mixed-use facility. Recognizing that the design strengths of Raynham Park included best in class entertainment and wagering offerings, convenient access, high quality design and a well maintained environment, PARX Raynham will build on these attributes in an architectural style that is contemporary, not looking to the past for architectural style, but to the present providing a high energy experience of current best in class technologies, materials and interior environments that maintain the reputation of this site as a regional gaming and entertainment landmark.

List of Attachments:

4-02-01 <u>Answer</u>	4-02-11 _____
4-02-02 _____	4-02-12 _____
4-02-03 _____	4-02-13 _____
4-02-04 _____	4-02-14 _____
4-02-05 _____	4-02-15 _____
4-02-06 _____	4-02-16 _____
4-02-07 _____	4-02-17 _____
4-02-08 _____	4-02-18 _____
4-02-09 _____	4-02-19 _____
4-02-10 _____	4-02-20 _____

Check this box if you have additional attachments:

Demonstrate Creativity In Design And Overall Concept Excellence

4-3 Architects, Engineers, and Designers

Provide the names and addresses of the architects, engineers and designers of the gaming facility. Further, please provide a brief biographical summary along with any other information including links to web sites or other similar material about these individuals and/or entities describing projects in which these individuals and/or entities have participated.

Please attach a detailed, written response to this question as attachment 4-03-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Parx team of architects, engineers and interior designers is highly experienced in the planning, design and construction of gaming and mixed-use facilities including casinos, entertainment venues, restaurants, hotels and conference and meeting space. While the team is from all over the country, a significant portion of the team is based in Massachusetts.

List of Attachments:

4-03-01 <u>Answer</u>	4-03-11 _____
4-03-02 _____	4-03-12 _____
4-03-03 _____	4-03-13 _____
4-03-04 _____	4-03-14 _____
4-03-05 _____	4-03-15 _____
4-03-06 _____	4-03-16 _____
4-03-07 _____	4-03-17 _____
4-03-08 _____	4-03-18 _____
4-03-09 _____	4-03-19 _____
4-03-10 _____	4-03-20 _____

Check this box if you have additional attachments:

Demonstrate Creativity In Design And Overall Concept Excellence

4-4 Color Rendering

Provide a color rendering of the gaming establishment and all structures located on the gaming establishment site.

List of Attachments:

4-04-01 <u>4-04-01 Phase 1 Temporary Casino</u>	4-04-03 <u>4-04-03 Phase 3 Future Expansion</u>
4-04-02 <u>4-04-02 Phase 2 Permanent Casino</u>	4-04-04 _____
Check this box if you have additional attachments: <input type="checkbox"/>	

4-5 Schematic Design

Provide a schematic design, as defined/understood by the [AIA](#), for each structure within the boundaries of the site showing at least the total and usable floor area, interior and exterior themes, and finished, building elevations and perspectives.

List of Attachments:

4-05-01 <u>4-05-01 Phase 1 Rendering</u>	4-05-03 <u>4-05-03 Phase 1 Level 01</u>
4-05-02 <u>4-05-02 Phase 1 Master Plan</u>	4-05-04 <u>4-05-04 Phase 1 Level 02</u>
Check this box if you have additional attachments: <input checked="" type="checkbox"/>	

4-6 Proposed Landscaping

Provide a site plan showing the proposed landscaping and other site improvements.

List of Attachments:

4-06-01 <u>4-06-01 Phase 1 Master Plan</u>	4-06-03 <u>4-06-03 Phase 3 Master</u>
4-06-02 <u>4-06-02 Phase 2 Master</u>	4-06-04 _____
Check this box if you have additional attachments: <input type="checkbox"/>	

Demonstrate Creativity In Design And Overall Concept Excellence

4-7 Alternative Presentation

If the applicant chooses, it may provide an electronic mockup of the project, video presentation, or other medium of presenting the proposal separate from those otherwise required. If such a presentation is provided, please provide a written explanation briefly describing it and how it has been included in the application materials.

List of Attachments:

4-07-01	The applicant is not providing an alternative presentation	4-07-11	
4-07-02		4-07-12	
4-07-03		4-07-13	
4-07-04		4-07-14	
4-07-05		4-07-15	
4-07-06		4-07-16	
4-07-07		4-07-17	
4-07-08		4-07-18	
4-07-09		4-07-19	
4-07-10		4-07-20	

Check this box if you have additional attachments:

Demonstrate Creativity In Design And Overall Concept Excellence

4-8 Parking

Describe the number, location and [accessibility](#) of parking spaces for employees, patrons and buses.

Please attach a detailed, written response to this question as attachment 4-08-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

In each phase of development parking is provided to meet or exceed the local zoning and guest requirements of the casino. A total of 1,388 surface parking spaces will be provided in phase 1. A total of 2,425 spaces will be provided in phase 2 and 2,961 spaces are proposed if market conditions allow development of Phase 3. Parking in all phases of development is distributed around the facility providing convenient access for patrons and employees to the multiple entries of the facility.

List of Attachments:

4-08-01 <u>Answer</u>	4-08-11 _____
4-08-02 <u>Phase 1 Master Plan</u>	4-08-12 _____
4-08-03 <u>Phase 2 Master Plan</u>	4-08-13 _____
4-08-04 <u>Phase 3 Master Plan</u>	4-08-14 _____
4-08-05 _____	4-08-15 _____
4-08-06 _____	4-08-16 _____
4-08-07 _____	4-08-17 _____
4-08-08 _____	4-08-18 _____
4-08-09 _____	4-08-19 _____
4-08-10 _____	4-08-20 _____

Check this box if you have additional attachments:

Demonstrate Creativity In Design And Overall Concept Excellence

4-9 Transportation Infrastructure

Describe the plans for tour bus, taxi and valet drop-off and for service vehicle parking, satellite parking and other related transportation infrastructure. Additionally, please describe plans to offer refueling, overnight bus parking, disabled vehicle assistance, and convenience store facilities on site.

Please attach a detailed, written response to this question as attachment 4-09-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The site is designed to provide independent patron and service access. A perimeter road links all site entries providing multiple ingress and egress points. Valet drop-off and taxis are accommodated at the main entry and valet pick-up is located adjacent to the main entry. Buses can be accommodated in multiple locations throughout the site. Loading, trash and recycling pick-up are accommodated at the rear of the site in dedicated loading bays. Future hotel development will provide additional independent valet drop-off and bus loading locations.

List of Attachments:

4-09-01 <u>Answer</u>	4-09-11 _____
4-09-02 <u>Phase 1 Master Plan</u>	4-09-12 _____
4-09-03 <u>Phase 2 Master Plan</u>	4-09-13 _____
4-09-04 <u>Phase 3 Master Plan</u>	4-09-14 _____
4-09-05 _____	4-09-15 _____
4-09-06 _____	4-09-16 _____
4-09-07 _____	4-09-17 _____
4-09-08 _____	4-09-18 _____
4-09-09 _____	4-09-19 _____
4-09-10 _____	4-09-20 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-10 Gaming

Describe the proposed gaming area, including the square feet of gaming area, the number and types of table games and slot machines it will contain, the number of gaming positions, as defined in G.L. c. 23K, §2, it will contain and the specific location of the games and machines in the proposed gaming establishment. Further, please discuss any plans for special high limit or VIP areas.

Please attach a detailed, written response to this question as attachment 4-10-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a brief summary of the description specifically including the number and types of table games and slot machines, and the number of gaming positions. The response provided in this box will be released to the public.

Raynham Park will provide gaming amenities in a temporary casino (phase 1) while the permanent casino (phase 2) is constructed. The temporary casino will feature 1,250 slots on two levels and renovation of the existing simulcast facility. The permanent casino will feature a single level casino of 1,250 slots distributed into distinct gaming zones including a dedicated high limit slot area with outdoor terrace. A new simulcast facility will be located on a lower level with elevator and escalator access to the casino floor and direct access from adjacent parking through a dedicated entry for simulcast patrons.

List of Attachments:

4-10-01 <u>Answer</u>	4-10-08 _____
4-10-02 <u>Phase 1 Level 01 CONFIDENTIAL</u>	4-10-09 _____
4-10-03 <u>Phase 2 Level 01 Gaming CONFIDENTIAL</u>	4-10-10 _____
4-10-04 <u>Phase 1 Level 1</u>	4-10-11 _____
4-10-05 <u>Phase 2 Level 1</u>	4-10-12 _____
4-10-06 <u>Phase 1 Sq. Footage CONFIDENTIAL</u>	4-10-13 _____
4-10-07 <u>Phase 2 Sq. Footage CONFIDENTIAL</u>	4-10-14 _____

Check this box if you have additional attachments:

**Gaming Establishment Of High Caliber With Quality Amenities In
Partnership With Local Facilities**

4-11 Non-Gaming Amenities

Describe the restaurants, retail spaces, bars, lounges and other non-gaming amenities located within the boundaries of the gaming establishment site, along with the names of their proposed operators.

Please attach a detailed, written response to this question as attachment 4-11-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The temporary slots casino will feature two bars and a café restaurant. These venues will be supplemented by a separate bar and quick serve grill for simulcast patrons, providing a total of five food and beverage venues in the temporary casino. These five establishments have not been named to date, however, they will be operated by Raynham Park. The permanent slots casino will also feature a total of five food and beverage venues including an 8,000 square foot food court, an 8,000 square foot themed restaurant, a casino bar, an entertainment bar and a convenience bar for simulcast employees.

List of Attachments:

4-11-01 <u>Answer</u>	4-11-11 _____
4-11-02 _____	4-11-12 _____
4-11-03 _____	4-11-13 _____
4-11-04 _____	4-11-14 _____
4-11-05 _____	4-11-15 _____
4-11-06 _____	4-11-16 _____
4-11-07 _____	4-11-17 _____
4-11-08 _____	4-11-18 _____
4-11-09 _____	4-11-19 _____
4-11-10 _____	4-11-20 _____

Check this box if you have additional attachments:

**Gaming Establishment Of High Caliber With Quality Amenities In
Partnership With Local Facilities**

4-12 Exhibition Spaces

(Optional For Category 2 applicants) Describe any exhibition space or spaces the applicant plans to include in its facility, including the square footage of the spaces and the amenities they will contain.

Please attach a detailed, written response to this question as attachment 4-12-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park's permanent facility will include a multi-purpose space that will serve a full range of exhibit, conference and meeting, slot tournament, concert and entertainment activities. Featuring separate pre-function access on three sides, 30' high ceilings and state of the art audio-visual technology, this amenity will provide the capabilities required to host a range of exhibition functions. Adjacency to the casino floor and shared access to the entertainment bar provide synergy between the casino and this space.

List of Attachments:

4-12-01 <u>Answer</u>	4-12-11 _____
4-12-02 <u>Phase 2 Exhibition Space</u>	4-12-12 _____
4-12-03 _____	4-12-13 _____
4-12-04 _____	4-12-14 _____
4-12-05 _____	4-12-15 _____
4-12-06 _____	4-12-16 _____
4-12-07 _____	4-12-17 _____
4-12-08 _____	4-12-18 _____
4-12-09 _____	4-12-19 _____
4-12-10 _____	4-12-20 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-13 Conference Space

(Optional For Category 2 applicants) Describe any conference space or spaces the applicant plans to include in its facility, including the square footage of the spaces and the amenities they will contain

Please attach a detailed, written response to this question as attachment 4-13-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park's permanent facility will include a multi-purpose space that will serve a full range of uses including conference and meeting space. Featuring separate pre-function access on three sides, 30' high ceilings and state of the art audio-visual technology, this amenity is sub-dividable allowing provision of large and small meeting spaces as required. Supported by a dedicated banquet kitchen and adequate storage to allow furniture configuration for lecture, classroom or banquet functions, and the conference space is designed to accommodate the range of group sizes and needs typical of contemporary meeting space.

List of Attachments:

4-13-01 <u>Answer</u>	4-13-11 _____
4-13-02 _____	4-13-12 _____
4-13-03 _____	4-13-13 _____
4-13-04 _____	4-13-14 _____
4-13-05 _____	4-13-15 _____
4-13-06 _____	4-13-16 _____
4-13-07 _____	4-13-17 _____
4-13-08 _____	4-13-18 _____
4-13-09 _____	4-13-19 _____
4-13-10 _____	4-13-20 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-14 Serving the Surrounding Community

Describe how the restaurants, retail spaces, bars, lounges and other non-gaming amenities located within the boundaries of the gaming establishment site will serve the surrounding community.

Please attach a detailed, written response to this question as attachment 4-14-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The non-gaming amenities at Raynham Park’s temporary and permanent casino will add an exciting destination to the region and prove to be a valuable and popular resource to the nearby communities. The facilities will include high quality dining, lounge, entertainment, conference and special events space in an integrated, first class mixed-use facility. In addition to enhancing the capacity of the region to offer these types of amenities in general, Raynham Park will bring residents of nearby communities a unique experience where these non-gaming activities can be combined with the excitement and energy of the casino.

List of Attachments:

4-14-01 <u>Answer</u>	4-14-11 _____
4-14-02 _____	4-14-12 _____
4-14-03 _____	4-14-13 _____
4-14-04 _____	4-14-14 _____
4-14-05 _____	4-14-15 _____
4-14-06 _____	4-14-16 _____
4-14-07 _____	4-14-17 _____
4-14-08 _____	4-14-18 _____
4-14-09 _____	4-14-19 _____
4-14-10 _____	4-14-20 _____

Check this box if you have additional attachments:

**Gaming Establishment Of High Caliber With Quality Amenities In
Partnership With Local Facilities**

4-15 Entertainment Venues

Describe the entertainment venues located on the gaming establishment site inside or outside the gaming establishment proper, the capacity of each and uses to which the venues will be dedicated. Note- in accordance with M.G.L. c.23K, §9(a)(11) a gaming licensee shall only be permitted to build a live entertainment venue that has less than 1,000 seats or more than 3,500 seats.

Please attach a detailed, written response to this question as attachment 4-15-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

In addition to entertainment opportunities provided by the special events center, the market dependent Phase 3 future expansion (anticipated but not committed and dependant on market demand) will house an additional restaurant, retail, meeting and conference and entertainment space. Preliminary planning of a future expansion includes a 20,000 square foot entertainment or night club venue as well as 15,000 to 20,000 square feet of retail plus additional restaurants and conference space connected to the special events center and casino. This expansion is designed to serve as a direct connection between the casino and a future hotel.

List of Attachments:

4-15-01 <u>Answer</u>	4-15-09 _____
4-15-02 <u>Phase 3 - Master Plan</u>	4-15-10 _____
4-15-03 <u>Phase 3 - Level 1</u>	4-15-11 _____
4-15-04 <u>Phase 3 - Level B</u>	4-15-12 _____
4-15-05 _____	4-15-13 _____
4-15-06 _____	4-15-14 _____
4-15-07 _____	4-15-15 _____
4-15-08 _____	4-15-16 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-16 Public Spaces

(Optional For Category 2 applicants) Describe the convention, meeting and other public spaces, other than those identified in response to questions 4-11 and 4-12 if any, located on the gaming establishment site inside or outside the gaming establishment proper, the capacity of each and uses to which the venues will be dedicated.

Please attach a detailed, written response to this question as attachment 4-16-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

N/A

List of Attachments:

4-16-01 _____	4-16-10 _____
4-16-02 _____	4-16-11 _____
4-16-03 _____	4-16-12 _____
4-16-04 _____	4-16-13 _____
4-16-05 _____	4-16-14 _____
4-16-06 _____	4-16-15 _____
4-16-07 _____	4-16-16 _____
4-16-08 _____	4-16-17 _____
4-16-09 _____	4-16-18 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-17 Description of Hotel

(Optional For Category 2 applicants) Describe the proposed hotel, including the types of rooms, the numbers of each type, and the number that will be reserved for gaming establishment promotions. Additionally specify whether linen supply, housekeeping, and laundry will be out sourced or retained within the facility operations.

Please attach a detailed, written response to this question as attachment 4-17-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The project master plan includes a future market dependent hotel in Phase 3 (anticipated but not committed and dependant on market demand) that includes approximately 150 guestrooms and suites. The hotel would feature a number of amenities including a dedicated restaurant, lobby, lounge, pool, and fitness center. Construction of the hotel may also include additional conference and meeting space linked to the special events center to expand opportunities for meeting and conference business. The hotel is positioned with a separate vehicular entry, bus drop-off and linked to the casino service areas allowing the hotel to be operated as part of the casino or as an independent operation.

List of Attachments:

4-17-01 <u>Answer</u>	4-17-10 _____
4-17-02 <u>Phase 3 Hotel Rendering</u>	4-17-11 _____
4-17-03 <u>Phase 3 Level 1 Hotel</u>	4-17-12 _____
4-17-04 <u>Phase 3 Level B Hotel</u>	4-17-13 _____
4-17-05 <u>Phase 3 Hotel Typical</u>	4-17-14 _____
4-17-06 _____	4-17-15 _____
4-17-07 _____	4-17-16 _____
4-17-08 _____	4-17-17 _____
4-17-09 _____	4-17-18 _____

Check this box if you have additional attachments:

**Gaming Establishment Of High Caliber With Quality Amenities In
Partnership With Local Facilities**

4-18 Other Facilities

Describe any other facilities or amenities, other than those already described, that will be located on the site. Further, please specify whether day care or minor/child babysitting services are planned. If so, what standards will be utilized in offering such patron services?

Please attach a detailed, written response to this question as attachment 4-18-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

A unique quality of the site is the future opportunity to incorporate a planned rail stop at this location for the southeast commuter rail line. The project master plan includes this amenity as a phase 4 development that could, through the additional provision of retail and market amenities, provide both a commuter link to Boston as well as convenient access for casino patrons via rail. The site contains adequate land to develop the initial casino in Phase 2, add additional entertainment, retail and hotel amenities in Phase 3 and still accommodate the rail stop, related retail and required parking in Phase 4.

List of Attachments:

4-18-01 <u>Answer</u>	4-18-11 _____
4-18-02 <u>Phase 4 Master Plan</u>	4-18-12 _____
4-18-03 <u>MASSDOT Plan</u>	4-18-13 _____
4-18-04 <u>Rail Plan Article</u>	4-18-14 _____
4-18-05 _____	4-18-15 _____
4-18-06 _____	4-18-16 _____
4-18-07 _____	4-18-17 _____
4-18-08 _____	4-18-18 _____
4-18-09 _____	4-18-19 _____
4-18-10 _____	4-18-20 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-19 Quality of Amenities

(Hotel and hotel room portion of the response is optional For Category 2 applicants) State how the hotels, hotel rooms, restaurants and other amenities that are part of the proposed facility will compare in quality to other area hotels and amenities as well as those included and offered in other competitive gaming establishments within the 300 mile area.

Please attach a detailed, written response to this question as attachment 4-19-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

As demonstrated by the Parx Casino facility in Bensalem, PA the amenities, quality of materials and operations of Raynham Park will be market leading among peer facilities. The provision of a temporary casino allows Raynham Park to develop a strong patron base as well as generate state revenue and fine tune their permanent operations to meet market demand. The new Phase 2 slots casino includes high quality gaming, simulcast, food and beverage and special events providing an integrated first class mixed-use facility. The site provides ample land that has been master planned to provide additional entertainment, retail, hotel and potentially a commuter rail station (MASSDOT plans attached). All of these potential amenities, in combination with a high quality slots casino, will provide a regionally competitive destination.

List of Attachments:

4-19-01 <u>Answer</u>	4-19-10 _____
4-19-02 <u>MASSDot Plans</u>	4-19-11 _____
4-19-03 _____	4-19-12 _____
4-19-04 _____	4-19-13 _____
4-19-05 _____	4-19-14 _____
4-19-06 _____	4-19-15 _____
4-19-07 _____	4-19-16 _____
4-19-08 _____	4-19-17 _____
4-19-09 _____	4-19-18 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-20 Art

Describe any public art, sculpture, paintings, or other patron attractions that will be located at the gaming establishment complex.

Please attach a detailed, written response to this question as attachment 4-20-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park is still in the process of finalizing decisions as to the finishes and fixtures that will be featured in its temporary and permanent facilities. Similar to Parx Casino in Bensalem, Pennsylvania, Raynham Park expects sculpture and art to be a part of the over-arching aesthetic of its facilities.

List of Attachments:

4-20-01 <u>Answer</u>	4-20-11 _____
4-20-02 _____	4-20-12 _____
4-20-03 _____	4-20-13 _____
4-20-04 _____	4-20-14 _____
4-20-05 _____	4-20-15 _____
4-20-06 _____	4-20-16 _____
4-20-07 _____	4-20-17 _____
4-20-08 _____	4-20-18 _____
4-20-09 _____	4-20-19 _____
4-20-10 _____	4-20-20 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-21 Tourism Diversity

Describe how the applicant proposes to build a gaming establishment of high caliber with a variety of quality amenities included as part of the gaming establishment and operated in partnership with local hotels, and dining, retail, and entertainment facilities, including identifying the existing or anticipated contracts, agreements, or strategies between and among the applicant and local hotels and dining, retail and entertainment facilities, designed to ensure that patrons experience the diversified regional tourism industry. Further please describe the applicant’s intended use of any busing programs including any plans for patron solicitation for bus related marketing programs.

Please attach a detailed, written response to this question as attachment 4-21-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has proposed a gold standard project for the Category 2 facility, that will represent a major capital investment in the Commonwealth and region. Desiring the facility to be appreciated as a community icon and asset, the planned \$162.5 million casino/entertainment destination will draw upon the Commonwealth and region’s history, culture and natural features in its first class design. With the quality of its gaming facility and exciting entertainment and dining options, Raynham Park is sure to attract Massachusetts patrons, as well as regional and national visitors to the facility. Raynham Park will seek to collaborate and cross-market with existing tourist attractions, hotels, dining, retail and entertainment outlets in order to maximize the collective benefit to the Commonwealth and regional tourism industry.

List of Attachments:

4-21-01 <u>Answer</u>	4-21-07 _____
4-21-02 <u>Econ Impact St pp 14-16</u>	4-21-08 _____
4-21-03 <u>Proj Local Bus Rev</u>	4-21-09 _____
4-21-04 _____	4-21-10 _____
4-21-05 _____	4-21-11 _____
4-21-06 _____	4-21-12 _____

Check this box if you have additional attachments:

Gaming Establishment Of High Caliber With Quality Amenities In Partnership With Local Facilities

4-22 Diversified Regional Tourism

Describe the existing or anticipated contracts or agreements between non-gaming entities within the boundaries of the gaming establishment complex and local hotels and dining, retail and entertainment facilities designed to ensure that patrons experience the diversified regional tourism industry.

Please attach a detailed, written response to this question as attachment 4-22-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

To the extent this question is asking whether local or regional restaurants, retailers and other businesses will have a presence inside the gaming facility, Raynham Park has plans for an 8,000 square foot themed restaurant in its permanent casino. An agreement has not yet been reached with an operator for this restaurant, but Raynham Park is considering a variety of regionally and nationally known operators.

List of Attachments:

4-22-01 <u>Answer</u>	4-22-10 _____
4-22-02 _____	4-22-11 _____
4-22-03 _____	4-22-12 _____
4-22-04 _____	4-22-13 _____
4-22-05 _____	4-22-14 _____
4-22-06 _____	4-22-15 _____
4-22-07 _____	4-22-16 _____
4-22-08 _____	4-22-17 _____
4-22-09 _____	4-22-18 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-23 Egress from Gaming Establishment Site

Describe all adjacent streets, highways, buses, and other public transportation facilities and how they will be utilized for access to and egress from the gaming establishment site.

Please attach a detailed, written response to this question as attachment 4-23-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a summary of the overall plan. The response provided in this box will be released to the public.

Regional access to the proposed Raynham Park Casino is achieved by utilizing Interstate 495 (I-495) predominantly from the east, west and south and Route 24 from the north. Local roadways, including Route 138, Route 106 and Route 104 provide access to the site from the nearby municipalities of Taunton, Bridgewater, Easton, Mansfield, Norton and West Bridgewater. As part of the project development, the access and egress will be modified to include a fully-actuated traffic signal as part of a planned main boulevard entrance to and exit from the site located approximately halfway between the existing north and south curb cuts. The Greater Attleboro Regional Transit Authority (GATRA) operates a route in the nearby cities and towns of Mansfield, Norton, and Taunton. A park-and-ride facility is located along Route 106 in West Bridgewater adjacent to the interchange with Route 24. No bus service is planned as part of the project.

List of Attachments:

4-23-01 <u>Answer</u>	4-23-11 _____
4-23-02 <u>Traffic Impact Study, pp. 1-9, 51-52</u>	4-23-12 _____
4-23-03 _____	4-23-13 _____
4-23-04 _____	4-23-14 _____
4-23-05 _____	4-23-15 _____
4-23-06 _____	4-23-16 _____
4-23-07 _____	4-23-17 _____
4-23-08 _____	4-23-18 _____
4-23-09 _____	4-23-19 _____
4-23-10 _____	4-23-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-24 Adequacy of Existing Transportation Infrastructure

Provide an analysis of the adequacy of the existing transportation facilities, including those for refueling, to deliver patrons to and from the gaming establishment complex and the measures the applicant will take, including infrastructure and other improvements, to remedy any inadequacy.

Please attach a detailed, written response to this question as attachment 4-24-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The existing transportation facilities in the vicinity of the site are generally adequate to accommodate the needs of the facility. Because the project is sandwiched between I-495 and Route 24, use of local roads will be minimal. Nevertheless, as part of implementation of its host community agreement with the Town of Raynham, Raynham Park has agreed to an extensive Roadway Mitigation Program designed to remedy any inadequacies to the transportation infrastructure. These include the widening of Broadway (Route 138), the installation of a new traffic signal, the creation of a new driveway into the site and the retiming of certain other traffic signals. A complete copy of the Roadway Mitigation Program is included as Exhibit 4-24-02.

List of Attachments:

4-24-01 <u>Answer</u>	4-24-11 _____
4-24-02 <u>Traffic Impact Report, pp. 46-50</u>	4-24-12 _____
4-24-03 <u>MASSDOT Plans</u>	4-24-13 _____
4-24-04 <u>Rail Plan Article</u>	4-24-14 _____
4-24-05 _____	4-24-15 _____
4-24-06 _____	4-24-16 _____
4-24-07 _____	4-24-17 _____
4-24-08 _____	4-24-18 _____
4-24-09 _____	4-24-19 _____
4-24-10 _____	4-24-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-25 Traffic Mitigation

Describe the steps, plans and measures the applicant will take, including infrastructure improvements, to mitigate traffic flow in the vicinity of the gaming establishment complex by stimulating use of public transit.

Please attach a detailed, written response to this question as attachment 4-25-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Land has been reserved in the southwestern portion of the Site, adjacent to the railroad, for the potential future Raynham Park commuter rail station. Service to Raynham Park Casino would be part of the MBTA’s effort to extend rail service to southeastern Massachusetts. The Owner will continue to coordinate with the MBTA.

List of Attachments:

4-25-01 <u>Answer</u>	4-25-11 _____
4-25-02 <u>Traffic Impact Study, pp. 51-52</u>	4-25-12 _____
4-25-03 <u>MASSDOT Plans</u>	4-25-13 _____
4-25-04 <u>Rail Plan Article</u>	4-25-14 _____
4-25-05 _____	4-25-15 _____
4-25-06 _____	4-25-16 _____
4-25-07 _____	4-25-17 _____
4-25-08 _____	4-25-18 _____
4-25-09 _____	4-25-19 _____
4-25-10 _____	4-25-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-26 Parking Facilities

Describe the parking facilities and how they will be linked to the gaming establishment complex in a manner consistent with other design elements.

Please attach a detailed, written response to this question as attachment 4-26-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park's facility is surrounded by surface parking which will assure more than adequate patron parking for the various phases of casino development. The proposed project will utilize existing paved parking areas, but will improve layout, circulation, and pedestrian access from the parking areas to the building. Parking in all phases of development is distributed around the facility providing convenient access for patrons and employees to the multiple entries of the facility.

List of Attachments:

4-26-01 <u>Answer</u>	4-26-11 _____
4-26-02 _____	4-26-12 _____
4-26-03 _____	4-26-13 _____
4-26-04 _____	4-26-14 _____
4-26-05 _____	4-26-15 _____
4-26-06 _____	4-26-16 _____
4-26-07 _____	4-26-17 _____
4-26-08 _____	4-26-18 _____
4-26-09 _____	4-26-19 _____
4-26-10 _____	4-26-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-27 Adjacent Land

Describe the relationship of the project to adjacent land uses and proposed land uses to ensure compatibility between the gaming establishment complex and the adjacent uses.

Please attach a detailed, written response to this question as attachment 4-27-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The site is located in a rural area and is surrounded almost entirely by woods, wetlands, or industrial development. There are very few private residences near the site. The Project will include the installation of a stormwater management system that has been designed to model natural hydrologic features, including restoration of the natural buffer zone and wildlife habitat along the Hockomock Swamp.

List of Attachments:

4-27-01 <u>Answer</u>	4-27-11 _____
4-27-02 <u>ENF, Att C pp. 1-6</u>	4-27-12 _____
4-27-03 _____	4-27-13 _____
4-27-04 _____	4-27-14 _____
4-27-05 _____	4-27-15 _____
4-27-06 _____	4-27-16 _____
4-27-07 _____	4-27-17 _____
4-27-08 _____	4-27-18 _____
4-27-09 _____	4-27-19 _____
4-27-10 _____	4-27-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-28 Delivery of Supplies and Trash Removal

Describe how the facilities for delivery and storage of supplies and trash removal are integrated with the overall project complex including an explanation as to whether on-site compacting or incineration will be utilized and what facility systemic recycling processes, if any, are planned.

Please attach a detailed, written response to this question as attachment 4-28-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Loading and trash removal are fully integrated into the facility through dedicated loading, trash and recycling docks in the lower level of the facility. Loading is directly adjacent to on-site warehousing and storage and linked via service corridors and elevators to all major components of the building. Future expansion is planned to connect to the service network providing cohesive delivery and trash removal operations throughout the future expanded facility. Under current plans no on-site compacting or incineration will be utilized nor are facility systemic recycling processes included.

List of Attachments:

4-28-01 <u>Answer</u>	4-28-11 _____
4-28-02 _____	4-28-12 _____
4-28-03 _____	4-28-13 _____
4-28-04 _____	4-28-14 _____
4-28-05 _____	4-28-15 _____
4-28-06 _____	4-28-16 _____
4-28-07 _____	4-28-17 _____
4-28-08 _____	4-28-18 _____
4-28-09 _____	4-28-19 _____
4-28-10 _____	4-28-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-29 Signage

Describe the proposed signage and the plans to ensure that signs are energy efficient and sensitive to surroundings.

Please attach a detailed, written response to this question as attachment 4-29-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Primary building signage will be state of the art energy efficient LED display screen technology integrated into the architecture of the building. Supplemental building and site directional signage will be both internally illuminated and externally illuminated and conform to local township ordinances. The positioning of both the temporary and permanent casino signage is oriented to face route 138 and adjacent open space. In combination with substantial distances between the casino and site property lines there is little if any direct impact on adjacent properties.

List of Attachments:

4-29-01 <u>Answer</u>	4-29-11 _____
4-29-02 <u>Phase 2 Signage</u>	4-29-12 _____
4-29-03 <u>Phase 2 Signage</u>	4-29-13 _____
4-29-04 _____	4-29-14 _____
4-29-05 _____	4-29-15 _____
4-29-06 _____	4-29-16 _____
4-29-07 _____	4-29-17 _____
4-29-08 _____	4-29-18 _____
4-29-09 _____	4-29-19 _____
4-29-10 _____	4-29-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-30 Minimizing Noise and Lighting

Describe plans to minimize impact of noise and facility lighting on surroundings areas.

Please attach a detailed, written response to this question as attachment 4-30-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The casino is positioned in the center of the site and located over 800 feet from potential adjacent development south or east of the site. Perimeter activity is limited to vehicular circulation or parking. The northern and eastern edges of the site are bounded by natural preserve and cannot be developed. Site lighting will include light cutoffs at perimeter edging of the site.

List of Attachments:

4-30-01 <u>Answer</u>	4-30-11 _____
4-30-02 _____	4-30-12 _____
4-30-03 _____	4-30-13 _____
4-30-04 _____	4-30-14 _____
4-30-05 _____	4-30-15 _____
4-30-06 _____	4-30-16 _____
4-30-07 _____	4-30-17 _____
4-30-08 _____	4-30-18 _____
4-30-09 _____	4-30-19 _____
4-30-10 _____	4-30-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-31 Integration with Surrounding Venues

Describe how the site will be integrated with and provide access to and from surrounding areas restaurants, hotels, bars, entertainment venues and other attractions through multiple entry and exit points.

Please attach a detailed, written response to this question as attachment 4-31-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The Site is located in a rural area and is surrounded almost entirely by woods, wetlands, or industrial development. Although there are no commercial attractions in the immediate vicinity of Raynham Park, there are restaurants located along Route 138 between the project site and major access highways. The proposed project includes the installation of a fully-actuated traffic signal on Route 138 at the main boulevard entrance, which will improve access between the site and the nearby restaurants. The proposed project includes a Roadway Mitigation Program which will improve access between the site and the nearby restaurants on Route 138 by installing a traffic signal, widening Route 138 and creating a main site driveway.

List of Attachments:

4-31-01 <u>Answer</u>	4-31-11 _____
4-31-02 <u>Traffic Impact Study p. 46</u>	4-31-12 _____
4-31-03 _____	4-31-13 _____
4-31-04 _____	4-31-14 _____
4-31-05 _____	4-31-15 _____
4-31-06 _____	4-31-16 _____
4-31-07 _____	4-31-17 _____
4-31-08 _____	4-31-18 _____
4-31-09 _____	4-31-19 _____
4-31-10 _____	4-31-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-32 Site improvements

Describe the landscaping, lighting, and other site improvements and how they will integrate the gaming establishment complex with its surroundings.

Please attach a detailed, written response to this question as attachment 4-32-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The proposed Project will demolish the existing simulcast facility, including the buildings, track, and parking lot to allow for construction of a slot casino and special event venue with site and utility improvements. The proposed Project for the permanent casino will increase land availability for open space areas and landscaping. Notably, native vegetation will be used in the northern and western portions of the site. The public will have access to the open space areas via a pedestrian walkway. The Project will also meet the Town of Raynham’s planting and landscaping requirements, while striving to achieve the applicable LEED credits for water-efficient landscaping. The Project site is rural and, as such, noise is not expected to impact private residences. There are no plans at this time for an outdoor entertainment space and the proposed building is not expected to impact adjacent properties through wind, shadow, daylight, and/or solar glare.

List of Attachments:

4-32-01 <u>Answer</u>	4-32-11 _____
4-32-02 <u>ENF Att A, pp. 21-22</u>	4-32-12 _____
4-32-03 _____	4-32-13 _____
4-32-04 _____	4-32-14 _____
4-32-05 _____	4-32-15 _____
4-32-06 _____	4-32-16 _____
4-32-07 _____	4-32-17 _____
4-32-08 _____	4-32-18 _____
4-32-09 _____	4-32-19 _____
4-32-10 _____	4-32-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-33 Stimulating Retail Activity

Describe how the facility will stimulate retail activity in the immediate vicinity.

Please attach a detailed, written response to this question as attachment 4-33-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The proposed gaming establishment will stimulate retail activity in the immediate vicinity in two ways. First, it will draw large numbers of patrons into Raynham, who will expend monies at retail stores in the immediate vicinity. Second, the gaming establishment itself will expend large amounts purchasing goods and services from local businesses, including retail establishments. This benefit to local retail activity will be fully consistent with the actual experience of Parx Casino in Bensalem.

List of Attachments:

4-33-01 <u>Answer</u>	4-33-11 _____
4-33-02 <u>Nearby Comm. Impact Report p 23</u>	4-33-12 _____
4-33-03 <u>Mayor DiGirolamo Letter</u>	4-33-13 _____
4-33-04 <u>BEDC Letter</u>	4-33-14 _____
4-33-05 _____	4-33-15 _____
4-33-06 _____	4-33-16 _____
4-33-07 _____	4-33-17 _____
4-33-08 _____	4-33-18 _____
4-33-09 _____	4-33-19 _____
4-33-10 _____	4-33-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-34 Extreme Weather

State whether facilities will be available for community use in the event of extreme weather and, if so, describe how.

Please attach a detailed, written response to this question as attachment 4-34-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The proposed gaming establishment plans to be open 24 hours a day, including in extreme weather conditions, unless required to close by a local or state government directive. In the case of extreme weather conditions, Raynham Park will not only remain open for business but, consistent with its commitment to good corporate citizenship, will make every attempt to fulfill the needs of patrons stranded or otherwise impacted by inclement weather. This assistance will include not only allowing patrons to remain in the casino until they can travel safely, but also provision of food (e.g., box lunches) and beverages to keep patrons comfortable until it is safe to leave the gaming establishment.

List of Attachments:

4-34-01 <u>Answer</u>	4-34-11 _____
4-34-02 _____	4-34-12 _____
4-34-03 _____	4-34-13 _____
4-34-04 _____	4-34-14 _____
4-34-05 _____	4-34-15 _____
4-34-06 _____	4-34-16 _____
4-34-07 _____	4-34-17 _____
4-34-08 _____	4-34-18 _____
4-34-09 _____	4-34-19 _____
4-34-10 _____	4-34-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-35 Regional Water Facilities

Provide an analysis of existing regional water facilities available to the project, the impact the facility’s water usage will have on those who share the same water resources, and the steps the applicant plans to take to remedy any deficiencies the impact produces.

Please attach a detailed, written response to this question as attachment 4-35-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The North Raynham Water District maintains the Town of Raynham’s water system. Several wells provide water and it is stored in a tank in North Raynham. Arrowhead Lane Water Filtration Plant treats the water prior to distribution. The existing capacity of the municipal system appears adequate. The impact of the proposed facility’s water usage results in the following upgrades: the existing water pit will be removed and the six inch water line will be replaced with a new ten inch water service throughout the site. In addition, a new ten inch fire protection water service will be constructed to provide water for the building’s fire protection system and hydrants at the site.

List of Attachments:

4-35-01 <u>Answer</u>	4-35-11 _____
4-35-02 <u>ENF Att. A, pp. 11-12, 25</u>	4-35-12 _____
4-35-03 _____	4-35-13 _____
4-35-04 _____	4-35-14 _____
4-35-05 _____	4-35-15 _____
4-35-06 _____	4-35-16 _____
4-35-07 _____	4-35-17 _____
4-35-08 _____	4-35-18 _____
4-35-09 _____	4-35-19 _____
4-35-10 _____	4-35-20 _____

Check this box if you have additional attachments:

Compatibility with Surroundings

4-36 Sewage Facilities

Provide an analysis of existing sewage facilities and their capacity to absorb the effluent from the gaming establishment complex during average and peak flows, including an estimate of those flows in gallons per day, and the steps the applicant plans to take to remedy any deficiencies in the ability of the existing infrastructure to absorb that flow.

Please attach a detailed, written response to this question as attachment 4-36-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park maintains the existing system and wastewater ultimately discharges into the City of Taunton Wastewater Treatment Facility. There have been no recent upgrades to sewer infrastructure and no apparent reports of sewer system capacity issues on the site.

In 2004, a Sewer Connection Permit was issued to discharge 23,000 gallons per day from the Project Site to the Town of Raynham. Phases 1 and 2 of this project will continue using the existing pumping station and sewer force main. Both will be upgraded during Phase 3 (anticipated but not committed) of construction. The final Project will generate approximately 75,560 wastewater gallons per day.

List of Attachments:

4-36-01 <u>Answer</u>	4-36-11 _____
4-36-02 <u>ENF Att. A, pp. 10-11, 24</u>	4-36-12 _____
4-36-03 _____	4-36-13 _____
4-36-04 _____	4-36-14 _____
4-36-05 _____	4-36-15 _____
4-36-06 _____	4-36-16 _____
4-36-07 _____	4-36-17 _____
4-36-08 _____	4-36-18 _____
4-36-09 _____	4-36-19 _____
4-36-10 _____	4-36-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-37 LEED Certification

Describe plans including all proposed baseline and improved building design elements and measures for becoming certifiable at the gold or higher level under the appropriate certification category in the Leadership in Environmental and Energy Design (LEED) program created by the United States Green Building Council.

Please attach a detailed, written response to this question as attachment 4-37-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The new slots casino building will be designed in accordance with LEED NC Standards to achieve a minimum of LEED NC Silver level with a goal of achieving LEED NC Gold level. This will be achieved by meeting all prerequisites and achieving credits in all categories including sustainable site, water efficiency, energy and atmosphere, materials and resources, indoor environmental quality, innovation and design process and regional priority credits. NC Gold level certification will be targeted through pursuit of additional sustainable site credits through transportation, water efficiency credits through micro irrigation and recaptured water sources and energy and atmosphere credits through enhanced energy performance.

List of Attachments:

4-37-01 <u>Answer</u>	4-37-10 _____
4-37-02 <u>LEED Scorecard</u>	4-37-11 _____
4-37-03 _____	4-37-12 _____
4-37-04 _____	4-37-13 _____
4-37-05 _____	4-37-14 _____
4-37-06 _____	4-37-15 _____
4-37-07 _____	4-37-16 _____
4-37-08 _____	4-37-17 _____
4-37-09 _____	4-37-18 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-38 Compliance with Environmental Standards

Describe the extent to which the building and site will comply with LEED-ND, LEED Existing Building; LEED EBOM Water; ISI; & IGCC Standards.

Please attach a detailed, written response to this question as attachment 4-38-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The nature of this site and the focus on sustainable design for the new slots casino construction will not provide opportunities to pursue LEED-ND or LEED Existing Building credits. Compliance with intent of standards established by LEED EBOM Water and IGCC Standards will be met through design of the facility to a minimum of LEED NC Silver level. Opportunities for more specific conformance with these standard will be evaluated during final project design.

List of Attachments:

4-38-01 <u>Answer</u>	4-38-11 _____
4-38-02 <u>LEED Scorecard</u>	4-38-12 _____
4-38-03 _____	4-38-13 _____
4-38-04 _____	4-38-14 _____
4-38-05 _____	4-38-15 _____
4-38-06 _____	4-38-16 _____
4-38-07 _____	4-38-17 _____
4-38-08 _____	4-38-18 _____
4-38-09 _____	4-38-19 _____
4-38-10 _____	4-38-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-39 Stretch Energy Code

Describe plans to meet or exceed the [stretch energy code](#) requirements contained in Appendix 115AA of the Massachusetts State Building Code, 8th edition ([780 CMR 115: Appendices](#)) or equivalent commitment to advanced energy efficiency as determined by the secretary of energy and environmental affairs, including any building energy efficiency measures you propose to use to do so.

Please attach a detailed, written response to this question as attachment 4-39-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park's current plans to meet or exceed the stretch energy code requirements or equivalent commitments are as follows:

1. There will be architectural design consideration on building orientation, glazing, roof / wall insulation, etc. to achieve a high performance building envelope.
2. The current mechanical and electrical systems design strategies will include the use of a CUP (Central Utility Plant) which includes high efficiency heating (condensing boilers) and a high efficiency cooling plant (centrifugal chillers and energy efficiency cooling towers).
3. The design will also include premium efficiency motors, variable frequency drives, water side and air side free cooling systems along with a required control system to support these targets.
4. Heat recovery units will be utilized where appropriate to further reduce energy consumption.
5. A Photovoltaic system is being planned in conjunction with the use of green power to provide electricity to the facility.

List of Attachments:

4-39-01 <u>Answer</u>	4-39-09 _____
4-39-02 <u>ENF Att. A, p. 21, 23-24</u>	4-39-10 _____
4-39-03 _____	4-39-11 _____
4-39-04 _____	4-39-12 _____
4-39-05 _____	4-39-13 _____
4-39-06 _____	4-39-14 _____
4-39-07 _____	4-39-15 _____
4-39-08 _____	4-39-16 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-40 Alternative Fuel Vehicles

Describe any plans for utilizing electric vehicles and other [alternative fuel vehicles](#) for the resort fleet vehicles, and the accommodation of electric vehicle recharging for resort patrons, and any preferential parking for hybrid or electric vehicles at the site.

Please attach a detailed, written response to this question as attachment 4-40-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park is applying for a Category 2 Gaming License, not a resort license and has no plans for utilizing electric vehicles, recharging facilities or preferential parking for such vehicles at the site.

List of Attachments:

4-40-01 <u>Answer</u>	4-40-11 _____
4-40-02 _____	4-40-12 _____
4-40-03 _____	4-40-13 _____
4-40-04 _____	4-40-14 _____
4-40-05 _____	4-40-15 _____
4-40-06 _____	4-40-16 _____
4-40-07 _____	4-40-17 _____
4-40-08 _____	4-40-18 _____
4-40-09 _____	4-40-19 _____
4-40-10 _____	4-40-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-41 Storm Water

Describe plans for management of storm water including any plans to use Institute for Sustainable Infrastructure (“[ISI](#)”) techniques to minimize impact of storm water and maximize its reuse.

Please attach a detailed, written response to this question as attachment 4-41-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Through the reduction of impervious areas and the construction of a new stormwater management system at the Site, the proposed Project will reduce the quantity and significantly improve the quality of stormwater being discharged into the wetlands. The proposed stormwater management system meets the MassDEP Stormwater Management Standards, and features natural low impact design as encouraged by the ISI rating system. Stormwater will collect in deep sump and hooded catch basins and be treated using subsurface gravel wetlands with sediment forebays. This design essentially replicates the aesthetics and function of a natural wetland.

List of Attachments:

4-41-01 <u>Answer</u>	4-41-11 _____
4-41-02 <u>ENF Att C</u>	4-41-12 _____
4-41-03 _____	4-41-13 _____
4-41-04 _____	4-41-14 _____
4-41-05 _____	4-41-15 _____
4-41-06 _____	4-41-16 _____
4-41-07 _____	4-41-17 _____
4-41-08 _____	4-41-18 _____
4-41-09 _____	4-41-19 _____
4-41-10 _____	4-41-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-42 Water Conservation

Describe plans for conservation of water including any plans to target use of 40% less water than standard buildings of same size and design, for example through the use of waterless urinals, dual flush toilets, and low flow faucets, and by water saving landscaping techniques, and promotion of water reuse and recharge.

Please attach a detailed, written response to this question as attachment 4-42-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park’s current plans for water conservation are: 1) Waterless and low-flow urinals. Urinals will either be 0.125 gal/flush or waterless; 2) Dual flush water closets (1.1 gpm for liquids and 1.6 gpm for solids); 3) Rainwater will be captured and held in cisterns, then used for irrigation and cooling tower water make-up; and 4) Native species, which require little irrigation, for plants/groundcover.

List of Attachments:

4-42-01 <u>Answer</u>	4-42-10 _____
4-42-02 _____	4-42-11 _____
4-42-03 _____	4-42-12 _____
4-42-04 _____	4-42-13 _____
4-42-05 _____	4-42-14 _____
4-42-06 _____	4-42-15 _____
4-42-07 _____	4-42-16 _____
4-42-08 _____	4-42-17 _____
4-42-09 _____	4-42-18 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-43 Energy Efficient Equipment

Describe plans for ensuring use of Energy Star rated equipment and high efficiency HVAC and heat recovery systems throughout the gaming establishment complex.

Please attach a detailed, written response to this question as attachment 4-43-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park’s current plans for energy efficient equipment are: 1) This facility will be designed with high efficiency HVAC equipment throughout. The HVAC includes the following components: Boilers, Chillers, Cooling Towers, Pumps, Fans and Air Handling Units. ECM motors for all terminal units will be selected in addition to over sizing ductwork to help reduced system’s friction/ pressure drop; 2) Heat recovery unit ventilators will be used where applicable to reduce energy usage. In addition, condensing boilers and condenser water heat recovery system are being planned; and 3) A Water Cooled system will be provided for food service equipment such as freezers, walk-in coolers, etc.

List of Attachments:

4-43-01 <u>Answer</u>	4-43-11 _____
4-43-02 _____	4-43-12 _____
4-43-03 _____	4-43-13 _____
4-43-04 _____	4-43-14 _____
4-43-05 _____	4-43-15 _____
4-43-06 _____	4-43-16 _____
4-43-07 _____	4-43-17 _____
4-43-08 _____	4-43-18 _____
4-43-09 _____	4-43-19 _____
4-43-10 _____	4-43-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-44 Energy Efficient Gaming Equipment

Describe any plans for ensuring that all gaming equipment conforms to best practices for energy efficient use.

Please attach a detailed, written response to this question as attachment 4-44-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

It will be Raynham Park’s policy to encourage gaming equipment manufacturers to produce products that are as energy efficient as possible. Furthermore, Raynham Park will evaluate energy efficiency in making purchasing decisions of the gaming equipment on its gaming floor. Most video slots use energy Star compliant monitors for example and most new games now use energy efficient LED lighting in their cabinets rather than tungsten or fluorescent lamps, which not only lowers energy consumption but reduces waste by offering greatly extended life cycle before lamps have to be replaced. Reducing the energy requirements of gaming equipment is beneficial to Raynham Park and the environment and accordingly, Raynham Park has plans to develop as energy efficient a gaming floor as possible.

List of Attachments:

4-44-01 <u>Answer</u>	4-44-11 _____
4-44-02 _____	4-44-12 _____
4-44-03 _____	4-44-13 _____
4-44-04 _____	4-44-14 _____
4-44-05 _____	4-44-15 _____
4-44-06 _____	4-44-16 _____
4-44-07 _____	4-44-17 _____
4-44-08 _____	4-44-18 _____
4-44-09 _____	4-44-19 _____
4-44-10 _____	4-44-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-45 Lighting

Describe plans for incorporating and fully commissioning state of the art daylighting, LED lighting and lighting controls and for installing upgraded lighting periodically every 5 years or less.

Please attach a detailed, written response to this question as attachment 4-45-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Optimizing energy efficiency through lighting will be achieved through a combination of day lighting, LED lighting and lighting controls. Day lighting will be provided at restaurants, simulcast and many employee areas. LED lighting will be explored at casino decorative lighting, life safety system lighting and back of house and employee areas. Lighting controls will be provided where appropriate based on use patterns such as the special events center, employee facilities and site lighting, including interior occupancy sensors, exterior photo-sensors and time clock operators.

List of Attachments:

4-45-01 <u>Answer</u>	4-45-11 _____
4-45-02 _____	4-45-12 _____
4-45-03 _____	4-45-13 _____
4-45-04 _____	4-45-14 _____
4-45-05 _____	4-45-15 _____
4-45-06 _____	4-45-16 _____
4-45-07 _____	4-45-17 _____
4-45-08 _____	4-45-18 _____
4-45-09 _____	4-45-19 _____
4-45-10 _____	4-45-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-46 On-Site Energy Generation

Describe plans for procuring or generating on-site at least 10% of the facility's annual electricity consumption from renewable energy sources qualified by the Massachusetts Department of Energy Resources ([DOER](#)) under G.L. c.25A, §11F. Further, please describe plans, if any, for ensuring that 25% of the facility's annual electricity generated on site is from renewable energy sources, and the date by which that goal will be reached

Please attach a detailed, written response to this question as attachment 4-46-01 and provide a brief overview of your response in this box. The overview should contain, at a minimum, a summary of the plans as they relate to the 10% and 25% objectives. The response provided in this box will be released to the public.

The current strategy to use best efforts to achieve a LEED NC Gold certification includes the provision of between six and seven acres of ground mounted solar panels generating up to 2,000,000 KWH of power for the facility's operations. Based on preliminary estimates of annual facility usage of approximately 12,300,000 KWH, we anticipate achieving approximately 15% of power needs from renewable energy. This level of renewable energy provides significant credits toward the LEED Gold rating. Current panel field locations being considered are to the western or southern edges of the site allowing future expansion to be developed without interrupting the deployment of the solar panels.

List of Attachments:

4-46-01 <u>Answer</u>	4-46-09 _____
4-46-02 <u>LEED Scorecard</u>	4-46-10 _____
4-46-03 _____	4-46-11 _____
4-46-04 _____	4-46-12 _____
4-46-05 _____	4-46-13 _____
4-46-06 _____	4-46-14 _____
4-46-07 _____	4-46-15 _____
4-46-08 _____	4-46-16 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-47 Off-Site Renewable Energy

Describe any plans for obtaining off site power from renewable energy sources or with renewable energy credits.

Please attach a detailed, written response to this question as attachment 4-47-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The current strategy to use best efforts to achieve a LEED Gold rating includes contracting for 35% of estimated net power requirements of the facility, not including on-site renewable generation, such as green power renewable energy or renewable energy credits from an independent renewable energy generator for a minimum of two years. Additional study will be undertaken to determine whether 70% of estimated net power through purchase of REC sources is achievable.

List of Attachments:

4-47-01 <u>Answer</u>	4-47-11 _____
4-47-02 <u>LEED Scorecard</u>	4-47-12 _____
4-47-03 _____	4-47-13 _____
4-47-04 _____	4-47-14 _____
4-47-05 _____	4-47-15 _____
4-47-06 _____	4-47-16 _____
4-47-07 _____	4-47-17 _____
4-47-08 _____	4-47-18 _____
4-47-09 _____	4-47-19 _____
4-47-10 _____	4-47-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-48 Building Envelope and HVAC

Describe plans for commissioning the building envelope and HVAC systems in all buildings, and plans for ongoing retrocommissioning of facilities.

Please attach a detailed, written response to this question as attachment 4-48-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park is committed to reducing its environmental footprint and recognizes the importance of commissioning to help achieve this goal. Commissioning helps reduce energy use, lowers operating costs, and improves the occupant experience. As part of the LEED process, the project will be commissioning the energy-related systems which include the HVAC systems and associated controls, the lighting and daylighting controls, domestic hot water systems and any renewable energy systems in accordance with LEED’s requirements for Fundamental Commissioning of Building Energy Systems.

List of Attachments:

4-48-01 <u>Answer</u>	4-48-11 _____
4-48-02 _____	4-48-12 _____
4-48-03 _____	4-48-13 _____
4-48-04 _____	4-48-14 _____
4-48-05 _____	4-48-15 _____
4-48-06 _____	4-48-16 _____
4-48-07 _____	4-48-17 _____
4-48-08 _____	4-48-18 _____
4-48-09 _____	4-48-19 _____
4-48-10 _____	4-48-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-49 Energy Consumption Monitoring

Describe plans for developing an ongoing system that will submeter and monitor all major sources of energy consumption and for undertaking regular and sustained efforts throughout the life-cycle of the facility to maintain and improve energy efficiency and reliance on renewable sources of power in all buildings and equipment that are part of the facility.

Please attach a detailed, written response to this question as attachment 4-49-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Sub-meters will be connected to the facility Energy Management System so that facilities engineers can continuously monitor energy usage, enabling them to adjust equipment to reduce energy consumption over time. Engineers will monitor and review the consumed energy by these end uses on an on-going basis, via the Energy Management System. Trends and energy consumption drivers will be indentified, and equipment operational parameters will be adjusted in response, to reduce energy consumption over time. Third party commissioning agents will be used to evaluate procedures and conduct retro-commissioning activities.

List of Attachments:

4-49-01 <u>Answer</u>	4-49-10 _____
4-49-02 _____	4-49-11 _____
4-49-03 _____	4-49-12 _____
4-49-04 _____	4-49-13 _____
4-49-05 _____	4-49-14 _____
4-49-06 _____	4-49-15 _____
4-49-07 _____	4-49-16 _____
4-49-08 _____	4-49-17 _____
4-49-09 _____	4-49-18 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-50 Advanced Building Controls for Energy Use

Describe plans for including advanced building controls necessary to manage energy use throughout the entire facility.

Please attach a detailed, written response to this question as attachment 4-50-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The facility will be provided with a state of the art Energy Management system which includes direct digital controls (“DDC”) that will enable operators to monitor the performance of all major mechanical pieces of equipment, including chillers, boilers, cooling towers, pumps, air handlers, generators and fans. Metering will be provided to measure major utility use (power, cooling, heating and domestic hot water). Meters will be provided to monitor gaming equipment power consumption. Each tenant (restaurant) will be metered separately. Meters will be readable by the Energy Management system. A central monitoring station for the facility will be located in the central plant. Facility engineers will monitor energy usage and will work on an on-going basis to reduce energy consumption in the facility.

List of Attachments:

4-50-01 <u>Answer</u>	4-50-11 _____
4-50-02 <u>ENF Att A, p. 23</u>	4-50-12 _____
4-50-03 _____	4-50-13 _____
4-50-04 _____	4-50-14 _____
4-50-05 _____	4-50-15 _____
4-50-06 _____	4-50-16 _____
4-50-07 _____	4-50-17 _____
4-50-08 _____	4-50-18 _____
4-50-09 _____	4-50-19 _____
4-50-10 _____	4-50-20 _____

Check this box if you have additional attachments:

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4-51 Centralized Heating and Cooling

Describe plans for use of centralized & efficient heating and cooling systems, including opportunities to utilize renewable thermal energy such as solar water heating and geothermal heating and cooling. Provide evaluation and opportunities to utilize of e.g., co-generation of combined heat and power (CHP, or cogeneration) to provide efficient electric generation with heat recovery to serve building heating and cooling loads.

Please attach a detailed, written response to this question as attachment 4-51-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

A new Central Utility Plant (CUP) including cooling and heating systems will be designed for this project. The cooling infrastructure will include high efficiency chillers, high efficiency cooling towers, a waterside economizer free cooling cycle (to reduce energy consumption when outside conditions allow) and associated pumps and controls. Chilled water will be pumped throughout the facility. Chilled water usage will be monitored by building systems.

Heating will be generated in the form of hot water via heating equipment in the Central Utility Plant. The heating infrastructure will include condensing (i.e. high efficiency) boilers, natural gas distribution to the boilers, breeching and associated pumps and controls. Hot water will be pumped throughout the facility.

List of Attachments:

4-51-01 <u>Answer</u>	4-51-10 _____
4-51-02 <u>ENF Att A, p. 23</u>	4-51-11 _____
4-51-03 _____	4-51-12 _____
4-51-04 _____	4-51-13 _____
4-51-05 _____	4-51-14 _____
4-51-06 _____	4-51-15 _____
4-51-07 _____	4-51-16 _____
4-51-08 _____	4-51-17 _____
4-51-09 _____	4-51-18 _____

Check this box if you have additional attachments:

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4-52 Shifting Peak Energy Use

Describe plans, if any, to utilize technologies such as absorption chiller based cooling and off-peak thermal ice and heat storage, to maximize operational efficiencies of the physical plant, and to shift peak demands to off-peak time periods for the electric grid.

Please attach a detailed, written response to this question as attachment 4-52-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

At this time, there are no plans to use absorption chillers or off-peak thermal ice and heat storage.

List of Attachments:

4-52-01 <u>Answer</u>	4-52-11 _____
4-52-02 _____	4-52-12 _____
4-52-03 _____	4-52-13 _____
4-52-04 _____	4-52-14 _____
4-52-05 _____	4-52-15 _____
4-52-06 _____	4-52-16 _____
4-52-07 _____	4-52-17 _____
4-52-08 _____	4-52-18 _____
4-52-09 _____	4-52-19 _____
4-52-10 _____	4-52-20 _____

Check this box if you have additional attachments:

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4-53 Net Zero Energy

Describe plans, if any, for operation of one or more buildings at net zero energy within 3 years.

Please attach a detailed, written response to this question as attachment 4-53-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

At this time, there are no plans to operate the building at net zero energy.

List of Attachments:

4-53-01 <u>Answer</u>	4-53-11 _____
4-53-02 _____	4-53-12 _____
4-53-03 _____	4-53-13 _____
4-53-04 _____	4-53-14 _____
4-53-05 _____	4-53-15 _____
4-53-06 _____	4-53-16 _____
4-53-07 _____	4-53-17 _____
4-53-08 _____	4-53-18 _____
4-53-09 _____	4-53-19 _____
4-53-10 _____	4-53-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-54 Sustainable Building Construction

Describe any plans for incorporating other sustainable features into building construction, such as use of local, recycled and/or natural materials, protection of indoor environmental quality from construction materials and, natural habitat protection, reuse and recycling of construction materials.

Please attach a detailed, written response to this question as attachment 4-54-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

While achieving a LEED Gold rating remains the highest of priorities for Raynham Park, the casino will be designed to meet a minimum of LEED Silver rating for New Construction - version 2009 as defined by the US Green Building Council. Methods to achieve this rating will include sustainable site elements, highly efficient water and energy systems, recycled material, enhanced indoor environmental quality and innovative strategies including solar power. A goal of achieving LEED Gold will be actively pursued as the design is more fully developed.

List of Attachments:

4-54-01 <u>Answer</u>	4-54-10 _____
4-54-02 <u>LEED Project Scorecard</u>	4-54-11 _____
4-54-03 _____	4-54-12 _____
4-54-04 _____	4-54-13 _____
4-54-05 _____	4-54-14 _____
4-54-06 _____	4-54-15 _____
4-54-07 _____	4-54-16 _____
4-54-08 _____	4-54-17 _____
4-54-09 _____	4-54-18 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-55 Ongoing Sustainable Site Operations

Describe any plans for ongoing sustainable site operations,, including, but not limited to, the management of solid waste generated at the site, including food waste and other organic materials, the use of less or non-toxic cleaning, personal care, and any other products used at the facility, policies to minimize use of hazardous materials and to effectively manage any hazardous materials on site, the procurement of environmentally preferable products for use in the facility, EPEAT certified equipment, and other products certified by independent 3rd party organizations.

Please attach a detailed, written response to this question as attachment 4-55-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Site operations will be designed and managed to reduce or eliminate practices and products that adversely affect air quality, health and the environment while minimizing the impact of cleaning on human and environmental health. This will include green housekeeping procedures that use sustainable cleaning products and materials to reduce chemical use, dust and dirt and microbial growth. Use, storage and disposal standards will be established through a facility maintenance plan. All cleaning staff will be trained in the methods and products covered by this plan, which will be based on industry standard third-party certifiers such as Green Seal, US Green Building Council and California Air Resources Board.

List of Attachments:

4-55-01 <u>Answer</u>	4-55-11 _____
4-55-02 _____	4-55-12 _____
4-55-03 _____	4-55-13 _____
4-55-04 _____	4-55-14 _____
4-55-05 _____	4-55-15 _____
4-55-06 _____	4-55-16 _____
4-55-07 _____	4-55-17 _____
4-55-08 _____	4-55-18 _____
4-55-09 _____	4-55-19 _____
4-55-10 _____	4-55-20 _____

Check this box if you have additional attachments:

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4-56 Testing of Clean Energy Technologies

Describe any plans for integrating emerging clean energy technologies by providing beta test sites for Massachusetts based companies into buildings, facilities, and vehicles in partnership with the [Massachusetts Clean Energy Center](#) and other parties.

Please attach a detailed, written response to this question as attachment 4-56-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has no existing plans for integrating emerging clean energy technologies by providing beta test sites for Massachusetts based companies.

List of Attachments:

4-56-01 <u>Answer</u>	4-56-11 _____
4-56-02 _____	4-56-12 _____
4-56-03 _____	4-56-13 _____
4-56-04 _____	4-56-14 _____
4-56-05 _____	4-56-15 _____
4-56-06 _____	4-56-16 _____
4-56-07 _____	4-56-17 _____
4-56-08 _____	4-56-18 _____
4-56-09 _____	4-56-19 _____
4-56-10 _____	4-56-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-57 Energy Contracts

Describe any plans to offset all or some of the projected electrical energy consumption not met with on-site renewable energy sources via long term contracts for energy and RECs with off-site RPS Class I qualified wind, or solar, or other renewable energy projects, or other strategies.

Please attach a detailed, written response to this question as attachment 4-57-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The current strategy to use best efforts to achieve a LEED NC Gold certification includes contracting for 35% of estimated net power requirements of the facility, not including on-site renewable generation, such as green power renewable energy or renewable energy credits from an independent renewable energy generator for a minimum of two years. Additional study will be undertaken to determine whether 70% of estimated net power through purchase of REC sources is achievable.

List of Attachments:

4-57-01 <u>Answer</u>	4-57-11 _____
4-57-02 <u>LEED Scorecard</u>	4-57-12 _____
4-57-03 _____	4-57-13 _____
4-57-04 _____	4-57-14 _____
4-57-05 _____	4-57-15 _____
4-57-06 _____	4-57-16 _____
4-57-07 _____	4-57-17 _____
4-57-08 _____	4-57-18 _____
4-57-09 _____	4-57-19 _____
4-57-10 _____	4-57-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-58 Public Education on Clean Energy, Sustainability, and Waste Management

Describe any plans to educate building and facility occupants with educational kiosks, display screens, or other public awareness campaigns regarding the clean energy, sustainability, and waste management strategies and technologies deployed on and off site.

Please attach a detailed, written response to this question as attachment 4-58-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

While Raynham Park has not developed any specific plans to educate business and facility occupants regarding clean energy sustainability and waste management strategies related to the project, Raynham Park is completely committed to these environmental objectives and will continue to explore opportunities to educate both employees and patrons in these areas as development and construction of the proposed gaming establishment is conducted.

List of Attachments:

4-58-01 <u>Answer</u>	4-58-11 _____
4-58-02 _____	4-58-12 _____
4-58-03 _____	4-58-13 _____
4-58-04 _____	4-58-14 _____
4-58-05 _____	4-58-15 _____
4-58-06 _____	4-58-16 _____
4-58-07 _____	4-58-17 _____
4-58-08 _____	4-58-18 _____
4-58-09 _____	4-58-19 _____
4-58-10 _____	4-58-20 _____

Check this box if you have additional attachments:

Utilize Sustainable Development Principles In The Construction And During The Life Cycle Of The Facility

4-59 Grid Failure

Describe any plans to identify a portion of the gaming establishment to serve as a designated critical facility that would allow patrons and other affected residents to seek shelter, heating or cooling, and cell phone charging emergency power services in the event of a grid failure and describe the applicant’s back up power generation plans. Such a system could integrate CHP or fuel cells, energy storage (electric and thermal) and clean DG (solar) with grid islanding capabilities to provide community resilience benefits while also helping to shave peak loads and reduce facility electric demand charges. Further, please describe the applicant’s plan to ensure that adequate data and information protection and backup is in place in the event of a grid failure.

Please attach a detailed, written response to this question as attachment 4-59-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park is developing plans to serve as a designated critical facility to provide necessary services in the event of a grid failure. As to the permanent facility, the portion of the casino used for this purpose would be the multi-purpose area. As to the temporary facility, Raynham Park is still evaluating what portion would best serve this purpose. In the event of a grid failure, the casino would be provided electric service by back-up generators, which, in addition to life safety systems, will be designed to assure that power is provided as needed to protect gaming data and infrastructure.

List of Attachments:

4-59-01 <u>Answer CONFIDENTIAL</u>	4-59-09 _____
4-59-02 _____	4-59-10 _____
4-59-03 _____	4-59-11 _____
4-59-04 _____	4-59-12 _____
4-59-05 _____	4-59-13 _____
4-59-06 _____	4-59-14 _____
4-59-07 _____	4-59-15 _____
4-59-08 _____	4-59-16 _____

Check this box if you have additional attachments:

Security

4-60 Surveillance

Describe the applicant's approach to surveillance within and in the immediate vicinity of the gaming establishment and the types and kinds of security surveillance the facility will contain including, but not limited to, specifics relating to gaming floor coverage, location of cameras, recording policies, retention of recordings, sharing of information with other gaming facilities and law enforcement agencies, monitoring room access, and operational guidelines. Please also describe the applicant's plans to ensure that adequate backup generator or battery power systems are in place to protect and ensure that there is no interruption of mandatory continuous visual surveillance and security systems for the gaming establishment.

Please attach a detailed, written response to this question as attachment 4-60-01 and provide a brief overview of your response in this box. Given the sensitivity of this information, the information provided in the overview may be a very generic description of the surveillance approach. The response provided in this box will be released to the public.

The surveillance department will be led by an experienced casino surveillance professional who will ensure that the surveillance department is staffed with casino surveillance personnel trained in all areas under its responsibility. The department will be tasked with protecting the property's guests, employees and asset and with the proper adherence to state gaming regulations and the company's policies and procedures. The department will take a proactive approach to surveillance. The department will install and maintain a modern surveillance system consisting of digital mass storage recording where all cameras in the facility are recorded on a 24 hour basis; IP cameras; and alarms. The surveillance system will have uninterrupted power and comprehensive and continuous camera coverage.

List of Attachments:

4-60-01 <u>Answer CONFIDENTIAL</u>	4-60-08 _____
4-60-02 _____	4-60-09 _____
4-60-03 _____	4-60-10 _____
4-60-04 _____	4-60-11 _____
4-60-05 _____	4-60-12 _____
4-60-06 _____	4-60-13 _____
4-60-07 _____	4-60-14 _____

Check this box if you have additional attachments:

Security

4-61 Emergency Evacuation

State how the design of the building will support emergency evacuation.

Please attach a detailed, written response to this question as attachment 4-61-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Both temporary and permanent casinos will meet current International Building Code (IBC) standards and Massachusetts amendments to the IBC for building alarm and evacuation systems. The temporary casino will be modified to provide a full complement of code compliant exits and new fire alarm and fire suppression systems. Likewise, the design of the permanent casino will include fully compliant fire alarm, fire suppression and related life safety systems. Exits in both structures are distributed around the perimeter of each building facilitating evacuation.

List of Attachments:

4-61-01 <u>Answer</u>	4-61-11 _____
4-61-02 _____	4-61-12 _____
4-61-03 _____	4-61-13 _____
4-61-04 _____	4-61-14 _____
4-61-05 _____	4-61-15 _____
4-61-06 _____	4-61-16 _____
4-61-07 _____	4-61-17 _____
4-61-08 _____	4-61-18 _____
4-61-09 _____	4-61-19 _____
4-61-10 _____	4-61-20 _____

Check this box if you have additional attachments:

Security

4-62 Emergency Response

Describe all of the applicant's plans for dealing with emergencies, including any and all use of local, state or regional public safety and medical entities and facilities that will be utilized in the event an emergency occurs. Further, please discuss any plan to develop and implement an active shooter/terrorist response plan.

Please attach a detailed, written response to this question as attachment 4-62-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park is adopting an emergency action plan similar to that currently utilized by Parx Casino to address emergencies like bomb threats, robbery attempts, casino evacuation, civil unrest, weather emergencies, hazardous materials incidents and power failures. The plan for Raynham Park will be specifically tailored to the Raynham Park facility and will detail procedures for the use of local, state or regional public safety and medical entities.

List of Attachments:

4-62-01 <u>Answer</u>	4-62-11 _____
4-62-02 <u>Parx EAP CONFIDENTIAL</u>	4-62-12 _____
4-62-03 _____	4-62-13 _____
4-62-04 _____	4-62-14 _____
4-62-05 _____	4-62-15 _____
4-62-06 _____	4-62-16 _____
4-62-07 _____	4-62-17 _____
4-62-08 _____	4-62-18 _____
4-62-09 _____	4-62-19 _____
4-62-10 _____	4-62-20 _____

Check this box if you have additional attachments:

Security

4-63 Regulatory Accommodations

Describe the spaces within the facility that will be provided for regulatory staff, including members of the State Police including designation of square footage. Plans should also address the provision of security, law enforcement and regulatory interview rooms with electronic surveillance coverage, including any temporary criminal holding facility plans, and fingerprinting area. Additionally, please discuss plans for enabling Commission and State Police access to computer terminals for player tracking, surveillance coverage, and any required audit capabilities.

Please attach a detailed, written response to this question as attachment 4-63-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Space in the temporary casino facility for state police and gaming commission representatives will be limited. For state police, an area of 333 square feet has been set aside and for gaming commission staff, an area of 206 square feet will be available. In the permanent casino much more space will be available – 1,108 square feet for state police and 603 square feet for gaming commission staff. Raynham Park will work closely with both state police and gaming commission staff in order to design the spaces as required. The applicant will cooperate fully in an effort to meet the requested specifics. With respect to computer terminal access, Raynham Park will provide the player tracking, surveillance and audit computer access requested by the gaming commission.

List of Attachments:

4-63-01 <u>Answer</u>	4-63-09 _____
4-63-02 _____	4-63-10 _____
4-63-03 _____	4-63-11 _____
4-63-04 _____	4-63-12 _____
4-63-05 _____	4-63-13 _____
4-63-06 _____	4-63-14 _____
4-63-07 _____	4-63-15 _____
4-63-08 _____	4-63-16 _____

Check this box if you have additional attachments:

Security

4-64 Remote Regulatory Surveillance

Describe the applicant's approach to remote regulatory surveillance, including the facilities and equipment in the establishment that will be available for facilitating surveillance of that type.

Please attach a detailed, written response to this question as attachment 4-64-01 and provide a brief overview of your response in this box. Given the sensitivity of this information, the information provided in the overview may be a very broad description of the approach. The response provided in this box will be released to the public.

Raynham Park's approach to remote regulatory surveillance is that it comply with and completely accommodate any requirements or requests of the MGC in its regulation or directives governing surveillance. Raynham Park expects that the MGC will require remote surveillance access in their on-site facility. Assuming this is the case, surveillance will provide the MGC with an operating work station with access to all cameras and video recordings. The MGC monitoring station will have over ride capabilities of the controls to all cameras. The remote monitoring station will also have the ability to save and record video as necessary.

List of Attachments:

4-64-01 <u>Answer CONFIDENTIAL</u>	4-64-11 _____
4-64-02 _____	4-64-12 _____
4-64-03 _____	4-64-13 _____
4-64-04 _____	4-64-14 _____
4-64-05 _____	4-64-15 _____
4-64-06 _____	4-64-16 _____
4-64-07 _____	4-64-17 _____
4-64-08 _____	4-64-18 _____
4-64-09 _____	4-64-19 _____
4-64-10 _____	4-64-20 _____

Check this box if you have additional attachments:

Security

4-65 Excluding Minors

Describe the steps and measures the applicant will take to ensure that minors are excluded from the gaming premises including a description of plans for controlled facility access points, security policies, and age verification techniques and equipment. Further, please describe how the facility design itself will help minimize access by minors into restricted areas.

Please attach a detailed, written response to this question as attachment 4-65-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Preventing gambling by underage persons is a major focus at Parx Casino and will be equally important at Raynham Park. At Parx Casino, all employees who are regularly assigned to positions that require their presence on the casino floor undergo mandatory initial training at the time of hire and mandatory annual refresher training on the compulsive and problem gambling plan that has been approved by the Pennsylvania Gaming Control Board. Parx Casino in Bensalem, Pennsylvania, has many years of experience with effective procedures to prevent underage persons from gaining access to the casino floor and from gambling. Parx will bring these successful policies and procedures to Raynham Park and will assign experienced Parx Casino personnel to train the new Raynham Park employees in the effective and successful procedures in place at Parx Casino. Specific procedures include limited patron entrance points, flexible security staffing, identification checks, security department pre-shift emphasis, and all employee participation.

List of Attachments:

4-65-01 <u>Answer</u>	4-65-11 _____
4-65-02 _____	4-65-12 _____
4-65-03 _____	4-65-13 _____
4-65-04 _____	4-65-14 _____
4-65-05 _____	4-65-15 _____
4-65-06 _____	4-65-16 _____
4-65-07 _____	4-65-17 _____
4-65-08 _____	4-65-18 _____
4-65-09 _____	4-65-19 _____
4-65-10 _____	4-65-20 _____

Check this box if you have additional attachments:

Security

4-66 Security of Premises

Describes the steps and measures that the applicant will take with respect to security and prevention of unlawful behavior on the gaming establishment premises and in its immediate vicinity. Please also describe any planned policies relative to use of force and restraint, notification to law enforcement, and use of non-lethal chemical and electrical equipment for subduing unruly and physically assaultive patrons. Further, please describe any planned processes for the discovery, documentation and notification of proper authorities relative to forged documents, counterfeit currency, credit card fraud, player bonus point frauds, and false identifications. Finally, please describe any anticipated policies and procedures addressing such issues as the abandonment of minors in a parking area or hotel room.

Please attach a detailed, written response to this question as attachment 4-66-01 and provide a brief overview of your response in this box. Given the sensitivity of some of this information, the information provided in the overview may include only general descriptions where necessary. The response provided in this box will be released to the public.

The Raynham Park Security Department is establishing guidelines for patrolling the Raynham Park Complex in order to detect and report all unusual activity, conduct incident response, protect life, property and assets, prevent and deter crime, detect law violators, ensure regulatory compliance, document and report incidents, manage crowds and traffic control, and respond to emergencies.

List of Attachments:

4-66-01 <u>Answer CONFIDENTIAL</u>	4-66-06 _____
4-66-02 _____	4-66-07 _____
4-66-03 _____	4-66-08 _____
4-66-04 _____	4-66-09 _____
4-66-05 _____	4-66-10 _____

Check this box if you have additional attachments:

Security

4-67 History of Security

Describe the measures the applicant has utilized with respect to security and prevention of unlawful behavior at other facilities it owns and operates, how well those measures have succeeded and the metrics used to measure their success.

Please attach a detailed, written response to this question as attachment 4-67-01 and provide a brief overview of your response in this box. Given the sensitivity of some of this information, the information provided in the overview may include only general descriptions where necessary. The response provided in this box will be released to the public.

The Security Department at Parx Casino has utilized the following Code of Conduct, Responsibilities, and Success Measurement Metrics to develop a highly successful record with respect to security and unlawful behavior at Parx Casino. In addition, the Parx Casino Security Department has established procedures substantively identical to the procedures being adopted by the Raynham Park Security Department.

List of Attachments:

4-67-01 <u>Answer</u>	4-67-10 _____
4-67-02 _____	4-67-11 _____
4-67-03 _____	4-67-12 _____
4-67-04 _____	4-67-13 _____
4-67-05 _____	4-67-14 _____
4-67-06 _____	4-67-15 _____
4-67-07 _____	4-67-16 _____
4-67-08 _____	4-67-17 _____
4-67-09 _____	4-67-18 _____

Check this box if you have additional attachments:

Security

4-68 Computerized Accounting and Auditing

The Commission will likely utilize a central, computerized accounting and auditing system to assure the integrity, security, honesty, accountability and fairness in the operation and administration of games played at the facility. Describe the measures and commitment that the applicant will institute to facilitate installation and maintenance of any hardware and software necessary for the system's operation and the applicant's experience with similar systems at all other locations the applicant owns, controls or operates. Further, please attach a projected table of organization, containing brief descriptions of the positions, relative to staffing of the Information Technology department to address the needs posed by a system of this nature.

Please attach a detailed, written response to this question as attachment 4-68-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Pennsylvania requires all casinos to install a central slot monitoring system, so Parx Casino has operational experience in the installation and operation of such systems. The PA system is manufactured and operated for the State Department of Revenue by GTECH. GTECH provided Parx Casino with cabling and other technical specifications and Parx designed their needs into the building. Parx IT was responsible for installing all of the required cabling and slot machine interconnect equipment. Parx Casino also provided GTECH with a secure room within the casino to house their servers. Once the system is installed the room is secured and the casino staff are not permitted to access the space without GTECH personnel being on site, other than in an emergency. GTECH operates and maintains the system.

List of Attachments:

4-68-01 <u>Answer</u>	4-68-08 _____
4-68-02 <u>Onsite IT Dept</u>	4-68-09 _____
4-68-03 _____	4-68-10 _____
4-68-04 _____	4-68-11 _____
4-68-05 _____	4-68-12 _____
4-68-06 _____	4-68-13 _____
4-68-07 _____	4-68-14 _____

Check this box if you have additional attachments:

Permitting

4-69 Permit Chart

Provide as attachment 4-69-01 a chart identifying all federal, state, and local permits and approvals required, or anticipated to be required, for the construction and operation of the applicant’s proposed category 1 or category 2 gaming establishment that includes:

- a) the date on which the applicant submitted, or anticipates that it will submit, its application for each permit or approval;
- b) the maximum time period set by statute, regulation, and/or by-law or ordinance that the authority having jurisdiction has to render a decision on an application, if any (*e.g.* 780 CMR 105.3.1 *Action on Application*);
- c) the expiration date or maximum effective time period for each permit or approval, if any, set by statute, regulation, and/or by-law or ordinance; and
- d) a citation to the statute, regulations, and/or by-law or ordinance governing the issuance of each permit or approval.

4-70 Permit Chart Attachments

Provide a complete copy of: (i) any completed application for each permit or approval that was submitted by the applicant to the authority having jurisdiction, including a copy of any exhibits and attachments; (ii) any written comments received by the applicant from a host community, surrounding community or prospective surrounding community, impacted live entertainment venue or prospective impacted live entertainment venue, and/or the permitting agency regarding the applicant’s request for the permit or approval; and (iii) any permit, approval or decision issued by the authority having jurisdiction.

List of Attachments:

4-70-01 <u>Answer</u>	4-70-10 _____
4-70-02 _____	4-70-11 _____
4-70-03 _____	4-70-12 _____
4-70-04 _____	4-70-13 _____
4-70-05 _____	4-70-14 _____
4-70-06 _____	4-70-15 _____
4-70-07 _____	4-70-16 _____
4-70-08 _____	4-70-17 _____
4-70-09 _____	4-70-18 _____

Check this box if you have additional attachments:

Permitting

4-71 ENF

Provide a copy of the applicant’s environmental notification form (ENF) along with proof of the applicant’s submission of the ENF in compliance with G.L. c. 30, §62A and 301 CMR 11.00 in connection with the applicant’s proposed category 1 or category 2 gaming establishment.

List of Attachments:

4-71-01	<u>Proof of Submission of ENF</u>	4-71-11	_____
4-71-02	<u>ENF</u>	4-71-12	_____
4-71-03	_____	4-71-13	_____
4-71-04	_____	4-71-14	_____
4-71-05	_____	4-71-15	_____
4-71-06	_____	4-71-16	_____
4-71-07	_____	4-71-17	_____
4-71-08	_____	4-71-18	_____
4-71-09	_____	4-71-19	_____
4-71-10	_____	4-71-20	_____

Check this box if you have additional attachments:

Permitting

4-72 EOEEA Certificate (ENF)

Provide a copy of the certificate from the secretary of EOEEA after the conclusion of the comment period on the filing of the ENF pursuant to 301 CMR 11.06(7) and a copy of all written comments submitted to the [MEPA](#) unit during its review of such ENF.

List of Attachments:

4-72-01	<u>EOEEA Cert</u>	4-72-11	<u></u>
4-72-02	<u>MASSDot Comments</u>	4-72-12	<u></u>
4-72-03	<u>Fish & Wildlife Comments</u>	4-72-13	<u></u>
4-72-04	<u>Easton Comments</u>	4-72-14	<u></u>
4-72-05	<u>SRPEDD Comments</u>	4-72-15	<u></u>
4-72-06	<u>Mass Audobon Comments</u>	4-72-16	<u></u>
4-72-07	<u>Old Colony Comments</u>	4-72-17	<u></u>
4-72-08	<u>GATRA Comments</u>	4-72-18	<u></u>
4-72-09	<u>Easton Plan Comm Dev Comments</u>	4-72-19	<u></u>
4-72-10	<u>SERO MEPA Coord Comments</u>	4-72-20	<u></u>

Check this box if you have additional attachments:

Permitting

4-73 EIR

Provide a copy, if any, of the draft, final, supplemental, or single environmental impact report (EIR), Notice of Project Change, or a request for an Advisory Opinion submitted by the applicant pursuant to G.L. c. 30, §§61-62H and 301 CMR 11.00 in connection with the applicant’s proposed category 1 or category 2 gaming establishment.

List of Attachments:

4-73-01	The document has not been received to date.	4-73-11	
4-73-02		4-73-12	
4-73-03		4-73-13	
4-73-04		4-73-14	
4-73-05		4-73-15	
4-73-06		4-73-16	
4-73-07		4-73-17	
4-73-08		4-73-18	
4-73-09		4-73-19	
4-73-10		4-73-20	

Check this box if you have additional attachments:

Permitting

4-74 EOEEA Certificate (EIR)

Provide a copy, if any, of the certificate from the secretary of EOEEA after the conclusion of the comment period on the filing of any such draft, final, supplemental, or single EIR, Notice(s) of Project Change, and in the case of an Advisory Opinion, the decision of either the Secretary or the MEPA Director pursuant to G.L. c. 30, §§61-62H and 301 CMR 11.00, and a copy of all written comments submitted to the MEPA unit during its review of such filing.

List of Attachments:

4-74-01 <u>N/A</u>	4-74-11 _____
4-74-02 _____	4-74-12 _____
4-74-03 _____	4-74-13 _____
4-74-04 _____	4-74-14 _____
4-74-05 _____	4-74-15 _____
4-74-06 _____	4-74-16 _____
4-74-07 _____	4-74-17 _____
4-74-08 _____	4-74-18 _____
4-74-09 _____	4-74-19 _____
4-74-10 _____	4-74-20 _____

Check this box if you have additional attachments:

Permitting

4-75 Environmental Assessment, Findings, and Impact Statement

Provide a copy of any notice or draft, final, or supplemental environmental assessment, finding of no significant impact, or environmental impact statement prepared by any federal agency in accordance with 42 U.S.C. §4321 in connection with the applicant’s proposed category 1 or category 2 gaming establishment.

List of Attachments:

4-75-01 <u>N/A</u>	4-75-11 _____
4-75-02 _____	4-75-12 _____
4-75-03 _____	4-75-13 _____
4-75-04 _____	4-75-14 _____
4-75-05 _____	4-75-15 _____
4-75-06 _____	4-75-16 _____
4-75-07 _____	4-75-17 _____
4-75-08 _____	4-75-18 _____
4-75-09 _____	4-75-19 _____
4-75-10 _____	4-75-20 _____

Check this box if you have additional attachments:

Permitting

4-76 Host Community Zoning

Describe applicable zoning requirements for the site of the proposed project, explain how the applicant proposes to meet them, and provide a statement from the host community’s zoning officer, town counsel or city solicitor that, notwithstanding a site plan approval, the proposed category 1 or category 2 gaming establishment is either:

- a) Permitted at its proposed location as of right pursuant to the host community’s zoning ordinances or bylaws; or
- b) Permitted at its proposed location pursuant to all of the host community’s zoning ordinances or bylaws subject only to the applicant’s obtaining some or all of the permits and approvals identified in the application pursuant to 205 CMR 120.01(1)(a).

List of Attachments:

4-76-01 <u>Zoning Letter</u>	4-76-11 _____
4-76-02 _____	4-76-12 _____
4-76-03 _____	4-76-13 _____
4-76-04 _____	4-76-14 _____
4-76-05 _____	4-76-15 _____
4-76-06 _____	4-76-16 _____
4-76-07 _____	4-76-17 _____
4-76-08 _____	4-76-18 _____
4-76-09 _____	4-76-19 _____
4-76-10 _____	4-76-20 _____

Check this box if you have additional attachments:

Permitting

4-77 Permit Appeals

Provide a copy of the filings associated with any appeal, whether to a municipal or state entity or for judicial review, filed with respect to any permit or approval listed on the chart provided in response to question 4-69 along with a current copy of the docket sheet on such appeal and each decision on any appeal, if any.

List of Attachments:

4-77-01 <u>Answer</u>	4-77-11 _____
4-77-02 _____	4-77-12 _____
4-77-03 _____	4-77-13 _____
4-77-04 _____	4-77-14 _____
4-77-05 _____	4-77-15 _____
4-77-06 _____	4-77-16 _____
4-77-07 _____	4-77-17 _____
4-77-08 _____	4-77-18 _____
4-77-09 _____	4-77-19 _____
4-77-10 _____	4-77-20 _____

Check this box if you have additional attachments:

Other

4-78 Other Uses of Facility

Describe the design features that will allow other uses of the buildings in the gaming establishment complex in the event that the applicant decides to cease gaming operations in the facility at some future date.

Please attach a detailed, written response to this question as attachment 4-78-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has no plans to cease gaming operations and it is highly unlikely that such an event will occur. However, as to the temporary facility, the facility is currently used and designed as a simulcast venue and would likely be returned to such use if the slots area were unsuccessful and closed for business. As to the permanent facility, it is highly likely that if Raynham Park decided to cease gaming operations that the facility would be sold to another gaming company to operate the casino. It is hard to imagine that the permanent facility would be closed without any continuation of gaming operations.

List of Attachments:

4-78-01 <u>Answer</u>	4-78-11 _____
4-78-02 _____	4-78-12 _____
4-78-03 _____	4-78-13 _____
4-78-04 _____	4-78-14 _____
4-78-05 _____	4-78-15 _____
4-78-06 _____	4-78-16 _____
4-78-07 _____	4-78-17 _____
4-78-08 _____	4-78-18 _____
4-78-09 _____	4-78-19 _____
4-78-10 _____	4-78-20 _____

Check this box if you have additional attachments:

Other

4-79 Site Plan

Provide documentation showing the location of the proposed gaming establishment, including all amenities and significant structures, which shall include the address, maps, book and page numbers from the appropriate registry of deeds, assessed value of the land at the time of application and ownership interests over the past 20 years, including all interests, options, agreements in property and demographic, geographic and environmental information.

Please attach a detailed, written response to this question as attachment 4-79-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The information requested in this question is provided in the attached documents. The site plan for Phase 3 of Raynham Park Casino is anticipated but not committed.

List of Attachments:

4-79-01 <u>Answer</u>	4-79-11 _____
4-79-02 <u>Site Plan Phase 1</u>	4-79-12 _____
4-79-03 <u>Site Plan Phase 2</u>	4-79-13 _____
4-79-04 <u>Site Plan Phase 3</u>	4-79-14 _____
4-79-05 <u>Map of Site</u>	4-79-15 _____
4-79-06 <u>Map of Site</u>	4-79-16 _____
4-79-07 <u>Title Block</u>	4-79-17 _____
4-79-08 <u>Reg of Deed Search</u>	4-79-18 _____
4-79-09 <u>Assessed Value</u>	4-79-19 _____
4-79-10 _____	4-79-20 _____

Check this box if you have additional attachments:

5. MITIGATION

Prerequisites

Does your application:

- Provide an attached signed agreement to be a lottery agent and not to run competing games?
- Demonstrate how the applicant proposes to address lottery mitigation, compulsive gambling problems, workforce development and community development and host and surrounding community impact and mitigation issues?
- Identify the infrastructure costs of the host and surrounding from construction and operation and commit to a mitigation plan as required by Question 5-1?
- Provide a signed host community agreement with favorable community vote as required by Question 5-4?
- ¹ Provide surrounding community agreements as required by Question 5-14?
- Provide completed studies and reports as required by Question 5-2?
- ² Provide impacted live entertainment venues agreements as required by Question 5-18?
- Demonstrate that you have agreed upon and provided for payment of a community impact fee in the event a gaming license is awarded as required by Question 5-3?
- Describe public support as required by Question 5-12?
- Demonstrate how the applicant intends to protect and enhance the lottery?
- Demonstrate how the applicant intends to implement measures to address problem gambling?
- Describe expected total vehicle traffic and mitigation as required by 5-33?

1 While the Applicant has not finalized any surrounding community agreements, it expects to finalize such agreements in the near future, the plans for which are fully described.

2 The Applicant has not provided any live entertainment agreements, because it has decided that there are not any live entertainment venues in the vicinity of the Project site.

Prerequisites

5-1 Infrastructure Costs

Identify the infrastructure costs to the host and surrounding communities from construction and operation of a gaming establishment. May reference response to question 5-2. (See related agreement in section [B. Signature Forms](#)).

Please attach a summary costs, including a citation as to the source of the information, as attachment 5-01-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The research and design completed for the Project Site have not identified any costs that would be incurred by the Host Community of Raynham for either construction or operation of the gaming establishment. Any mitigation for traffic, utilities, etc. that is required to support the project will be paid for by Raynham Park under the Host Community Agreement. As to the surrounding community of Easton, Raynham Park is currently in negotiations with Easton for a surrounding community agreement, but it is not expected that Easton will bear any infrastructure costs.

List of Attachments:

5-01-01 <u>Answer</u>	5-01-11 _____
5-01-02 _____	5-01-12 _____
5-01-03 _____	5-01-13 _____
5-01-04 _____	5-01-14 _____
5-01-05 _____	5-01-15 _____
5-01-06 _____	5-01-16 _____
5-01-07 _____	5-01-17 _____
5-01-08 _____	5-01-18 _____
5-01-09 _____	5-01-19 _____
5-01-10 _____	5-01-20 _____

Check this box if you have additional attachments:

Prerequisites

5-2 Impacts and Costs

Provide completed studies and reports showing the proposed gaming establishment's: (i) cost to the host community and surrounding communities and the Commonwealth for the proposed gaming establishment to be located at the proposed location, and (ii) local and regional social, environmental, traffic and infrastructure impacts.

Please attach a summary of each study and report and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has commissioned the preparation of three studies; 1) Nearby Communities Impact Report; 2) Environmental Notification Form; and 3) Traffic Impact Study to address the impacts and costs to the host community, surrounding communities, and the Commonwealth. Overall, Raynham Park will fund all casino impacts identified by the ENF or the Nearby Communities Impact Report and it is not expected that any casino impacts will result in any costs to either Raynham or Easton. Furthermore, no additional costs or impacts have been identified for the Commonwealth.

List of Attachments:

5-02-01 <u>Answer</u>	5-02-11 _____
5-02-02 <u>ENF</u>	5-02-12 _____
5-02-03 <u>NC Impact Report</u>	5-02-13 _____
5-02-04 <u>Econ Impact Report</u>	5-02-14 _____
5-02-05 _____	5-02-15 _____
5-02-06 _____	5-02-16 _____
5-02-07 _____	5-02-17 _____
5-02-08 _____	5-02-18 _____
5-02-09 _____	5-02-19 _____
5-02-10 _____	5-02-20 _____

Check this box if you have additional attachments:

Prerequisites

5-3 Community Impact Fee

Describe and identify the applicable section of the executed host community agreement, between the applicant and the host community, for the payment of a community impact fee including the timing as to when the fee will be paid in the event that the applicant is awarded a gaming license.

Please attach a detailed, written response to this question as attachment 5-03-01 and provide a brief overview of your response in this box. The overview should include, at a minimum, the total impact fee to be paid and the timing of the payment. The response provided in this box will be released to the public.

The impact fee is referred to as the "Annual Mitigation Payment" in the Host Community Agreement. It is found on page four in Section 8 of the Agreement. The annual sum is \$1,000,000.00. Starting in year four of gaming operations the Payment increases by 2.5% per annum, but starting in year four, in no case shall the payment exceed 1% of gross gaming revenue. The payments will be made monthly to the town and will commence thirty (30) days after the gaming facility opens for business.

List of Attachments:

5-03-01 <u>Answer</u>	5-03-11 _____
5-03-02 <u>Host Com Agree p 4</u>	5-03-12 _____
5-03-03 _____	5-03-13 _____
5-03-04 _____	5-03-14 _____
5-03-05 _____	5-03-15 _____
5-03-06 _____	5-03-16 _____
5-03-07 _____	5-03-17 _____
5-03-08 _____	5-03-18 _____
5-03-09 _____	5-03-19 _____
5-03-10 _____	5-03-20 _____

Check this box if you have additional attachments:

Host Community Agreement

5-4 Agreements

Attach all host community agreements, including any appendices or attachments, into which the applicant has entered.

List of Attachments:

5-04-01 <u>Host Community Agreement</u>
5-04-02 _____

5-5 Election Materials

Provide the summary of the host community agreement that was provided to the voters along with a description of the election at which the project was approved of by the voters, including the date of the election, the polling procedures, and a certified copy of the election results provided by the city or town clerk.

Please attach a detailed, written response to this question as attachment 5-05-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

A special election was held by the Town of Raynham to determine whether the residents supported a gaming establishment in the Town. The Special Election was held at the Raynham Middle School, 420 Titicut Road, in Raynham. The voters in the special election voted in favor of a gaming establishment by a vote of 1,820 to 290.

List of Attachments:

5-05-01 <u>Answer</u>	5-05-03 <u>Cert. Election Results</u>
5-05-02 <u>Voter Summary</u>	5-05-04 _____

Check this box if you have additional attachments:

Host Community Agreement

5-6 Mitigation

Describe how the applicant proposes to address host community impact and mitigation issues as set forth in the host community agreement during both the construction and operation of the proposed gaming establishment.

Please attach a detailed, written response to this question as attachment 5-06-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Essentially, during both construction and operation of the proposed gaming establishment, Raynham Park will work closely with the town of Raynham to identify and mitigate the impacts of the gaming establishment. The Host Community Agreement sets forth a number of processes, reports and payments to which Raynham Park and the town of Raynham have agreed, including an annual payment of \$13,000 (starting in year 2) to fund the enhancement of Route 138 business façades.

As to future mitigation funding by Raynham Park, during construction the town will review the infrastructure mitigation studies provided by Raynham Park in the areas of traffic and sewer and water, and accept or dispute the findings. If the town accepts the studies, Raynham Park will make or pay for the infrastructure improvements called for in the study. If the findings are completely or partially rejected, the dispute will be referred to mediation for resolution.

List of Attachments:

5-06-01 <u>Answer</u>	5-06-11 _____
5-06-02 <u>Sec. 12, Host Comm Agree</u>	5-06-12 _____
5-06-03 _____	5-06-13 _____
5-06-04 _____	5-06-14 _____
5-06-05 _____	5-06-15 _____
5-06-06 _____	5-06-16 _____
5-06-07 _____	5-06-17 _____
5-06-08 _____	5-06-18 _____
5-06-09 _____	5-06-19 _____
5-06-10 _____	5-06-20 _____

Check this box if you have additional attachments:

Host Community Agreement

5-7 Election Related Advertising

Attach a copy of all M22 forms filed in accordance with G.L c.55, §22 relative to expenditures made by the applicant with intent to influence the outcome of the host community ballot question and/or the M101 BQ and M102 forms filed relative to the forming and funding by the applicant of a host community related ballot question committee as prescribed by the [Office of Campaign and Political Finance](#). Please provide these items as attachments 5-07-01 *et seq.*

State the total amount of money the applicant spent on advertising or organizing for a favorable election outcome.

Money Spent: \$24,223.47

5-8 Negative Advertising

Since November 22, 2011, has the applicant, any person or entity with a financial interest in the applicant, anyone acting at the direction or request of the applicant or anyone acting at the direction or request of a person or entity with a financial interest in the applicant made any monetary or in-kind contribution, directly or through an intermediary, to any entity, group or person who was urging voters to cast a negative vote in any election governed by G.L. c. 23K, §15(13)?

Yes No

If yes, please use attachment “5-08-01 Contributions” to state the name of the donor, the date of the monetary or in-kind contribution, the amount or nature of the contribution and the name and address of the recipient of the contribution.

Host Community Agreement

5-9 Contributions

Attach a copy of all Form M119 prescribed by the [Office of Campaign and Political Finance](#) that have been filed by the applicant in accordance with G.L. c.23K, §47. Further, in accordance with 205 CMR 108.02, disclose all political contributions, community contributions, or contributions in kind made by an applicant or qualifier to a municipality or a municipal employee of the host community from January 15, 2013 through the date of submission of this application. Please provide these items as attachments 5-09-01 *et seq.*

5-10 Requests for Contribution

Subject to the exemptions identified in 205 CMR 108.03(4), identify all requests of which the applicant is aware for any thing of substantial value, as defined by 205 CMR 108.03(1), made to an agent or employee of the applicant or any qualifier by persons or persons listed in 205 CMR 108.01(1) from January 15, 2013 through the date this application is filed. Each request identified shall include the name of the person who made the request, the date the request was made, and the nature of the request. (Note- the Commission is only interested in requests that are related in some fashion to the Massachusetts project, be it the nature of the request or the individual making the request. The Commission is not seeking disclosure of requests solely related to the applicant’s business in other states or internationally. For example, a request received by the applicant to sponsor a youth sports team in Massachusetts should be disclosed. However, a similar request by an individual unconnected to Massachusetts to sponsor a youth sports team in Nevada need not be disclosed.)

List of Attachments:

5-10-01 <u>Answer</u>	5-10-03 _____
5-10-02 _____	5-10-04 _____

Check this box if you have additional attachments:

Host Community Agreement

5-11 Public Outreach

Provide a description and documentation for all public outreach efforts that the applicant has made to local communities.

Please attach a detailed, written response to this question as attachment 5-11-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park LLC has gone to great lengths to reach out to the public and local communities in the region to discuss communities' concerns about and excitement for Parx Raynham. The hallmarks of Raynham Park LLC's community outreach have included hosting a community forum and meetings with many of Raynham's nearby communities, including Easton, Taunton, Bridgewater, Lakeville and many more. Raynham Park LLC's engagement of the broader community in an inclusive discussion concerning the proposed project has primed Parx Raynham for successful integration into the local community.

List of Attachments:

5-11-01 <u>Answer</u>	5-11-11 _____
5-11-02 <u>Newspaper Ad</u>	5-11-12 _____
5-11-03 <u>Postcard Mailer</u>	5-11-13 _____
5-11-04 <u>GC Ltr to RGR Employees</u>	5-11-14 _____
5-11-05 <u>GC Ltr to Town Depts</u>	5-11-15 _____
5-11-06 <u>Media Advisory</u>	5-11-16 _____
5-11-07 _____	5-11-17 _____
5-11-08 _____	5-11-18 _____
5-11-09 _____	5-11-19 _____
5-11-10 _____	5-11-20 _____

Check this box if you have additional attachments:

Host Community Agreement

5-12 Public Support

Describe in detail the public support for the project the applicant has obtained in the host and surrounding communities in addition to that reflected by the host community vote, including the names and affiliations of all individuals, including elected officials, organizations and groups that have given public support to the project, and describe any agreement relationships with local organizations.

Please attach a detailed, written response to this question as attachment 5-12-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park, LLC has overwhelming support for the proposed development of Parx Raynham casino from local residents, local communities, local businesses and local organizations. The enthusiastic public support is no surprise given RGR's proven track record over the course of the past 70 years of being a strong community partner in the Town of Raynham and nearby communities. A staggering 86.1-percent of voters endorsed the agreement between the Town of Raynham and Raynham Park LLC in the August 13, 2013 special town referendum. Local communities such as the City of Taunton and the City of Brockton are equally enthusiastic and have embraced Raynham Park, LLC and the development of Parx Raynham. Additionally, the local businesses, and the local Chambers of Commerce, such as the Taunton Chamber of Commerce and the Metro South Chamber of Commerce, have publically supported Raynham Park, LLC. Similarly, Stonehill College, in the neighboring Town of Easton, has also publically supported Raynham Park, LLC.

List of Attachments:

5-12-01 Answer5-12-02 Mayor Balzotti Ltr5-12-03 Taunton Chmb Com Ltr5-12-04 Blackmount Tech Ltr5-12-05 Winfield Brooks Ltr5-12-06 Burgess Ltr5-12-07 New Engl Drain Ltr5-12-08 Interior Ltr5-12-09 Gerry's Farm Ltr5-12-10 NFC Ltr5-12-11 IBEW Ltr5-12-12 Clean Port Ltr5-12-13 YSC Ltr5-12-14 Strojny Ltr5-12-15 Fernandes Ltr5-12-16 Gen Fire Ltr5-12-17 Stetson LTr5-12-18 Stonehill Ltr

Check this box if you have additional attachments:

Host Community Agreement

5-13 Non Profit and Community Partnerships

Describe and provide evidence of partnerships with or other support for non-profit and community groups in the host community.

Please attach a detailed, written response to this question as attachment 5-13-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park, LLC believes that a healthy company can only exist in a healthy community, and steadfastly supports the institutions that matter to its neighbors. Parx Raynham is committed to continuing the efforts of RGR and Greenwood Racing, Inc. in being strong, positive community partners, to ensure that its healthy business can excel in a healthy community.

List of Attachments:

5-13-01 <u>Answer</u>	5-13-11 _____
5-13-02 _____	5-13-12 _____
5-13-03 _____	5-13-13 _____
5-13-04 _____	5-13-14 _____
5-13-05 _____	5-13-15 _____
5-13-06 _____	5-13-16 _____
5-13-07 _____	5-13-17 _____
5-13-08 _____	5-13-18 _____
5-13-09 _____	5-13-19 _____
5-13-10 _____	5-13-20 _____

Check this box if you have additional attachments:

Surrounding Community Agreements

5-14 Executed Surrounding Community Agreements

Provide a copy of all executed surrounding community agreements as described in 205 CMR 125.01(1)(b).

List of Attachments:

- 5-14-01 Answer
- 5-14-02 _____
- 5-14-03 _____
- 5-14-04 _____
- 5-14-05 _____
- 5-14-06 _____
- 5-14-07 _____
- 5-14-08 _____
- 5-14-09 _____
- 5-14-10 _____
- 5-14-11 _____
- 5-14-12 _____
- 5-14-13 _____
- 5-14-14 _____
- 5-14-15 _____
- 5-14-16 _____
- 5-14-17 _____
- 5-14-18 _____
- 5-14-19 _____
- 5-14-20 _____

Check this box if you have additional attachments:

Surrounding Community Agreements

5-15 Designation of Surrounding Community w/o Executed Agreement

List all municipalities that the applicant wishes to designate as a surrounding community in accordance with 205 CMR 125.01(1)(a) with which no surrounding community agreement has been executed as of the time of the filing of this application. Please briefly describe the nature of the discussions with any identified community. Please attach the notice of such designation that was provided to the chief executive officer of the community in accordance with 205 CMR 125.01(1)(a).

The Nearby Communities Impact Report prepared for Raynham Park concluded that the Town of Easton was the only “surrounding community” to the Project. Nevertheless, despite the findings of the Report, Raynham Park has also determined to designate the Town of Taunton as a “surrounding community.” Raynham Park has formally designated the Towns of Easton and Taunton as “surrounding communities” pursuant to Notices of Designation sent to both Towns on October 2, 2013 (5-15-01 and 5-15-02). Raynham Park has discussed and met with both Towns regarding the terms of a surrounding community agreement, and has held one formal negotiation session with each Town. While progress has been made with both, no agreement has been reached to date with either Town and Raynham Park plans to continue negotiations with both Towns following submission of its RFA-2 Application.

Attached notices of designation:

5-15-01	Easton Designation
5-15-02	Taunton Designation
5-15-03	_____
5-15-04	_____
5-15-05	_____
5-15-06	_____
5-15-07	_____
5-15-08	_____
5-15-09	_____

Check this box if you have additional attachments:

Surrounding Community Agreements

5-16 Declined Communities

Identify any community that requested a surrounding community agreement or sought to discuss its status as a prospective surrounding community, which the applicant declined. Please explain the reasons for declining and describe the nature of the discussions or negotiations the applicant had with the community.

List of Communities:

Explanations

1.	Answer	5-16-01
2.		5-16-02
3.		5-16-03
4.		5-16-04
5.		5-16-05
6.		5-16-06
7.		5-16-07
8.		5-16-08
9.		5-16-09
10.		5-16-10

Check this box if you have additional attachments:

Surrounding Community Agreements

5-17 Mitigation

Describe how the applicant proposes to address surrounding community impact and mitigation issues as set forth in the surrounding community agreements during both the construction and operation of the proposed gaming establishment.

Please attach a detailed, written response to this question as attachment 5-17-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The impact and mitigation steps required by Raynham Park pertaining to the town of Raynham are established through the Host Community Agreement and the Traffic Impact Study. As to the surrounding community of Easton, Raynham Park is currently in negotiations with Easton for a surrounding community agreement which, when finalized, will address required Raynham Park impact and mitigation issues.

List of Attachments:

5-17-01 <u>Answer</u>	5-17-11 _____
5-17-02 <u>NC Impact Report</u>	5-17-12 _____
5-17-03 <u>Traffic Impact Study pp. 46-52</u>	5-17-13 _____
5-17-04 _____	5-17-14 _____
5-17-05 _____	5-17-15 _____
5-17-06 _____	5-17-16 _____
5-17-07 _____	5-17-17 _____
5-17-08 _____	5-17-18 _____
5-17-09 _____	5-17-19 _____
5-17-10 _____	5-17-20 _____

Check this box if you have additional attachments:

Impacted Live Entertainment Venue Agreements

5-18 Executed Impacted Live Entertainment Venue Agreements

Provide a copy of all impacted live entertainment venue agreements executed in accordance with 205 CMR 126.01(1)(a).

List of Attachments:

5-18-01	<u>Answer</u>
5-18-02	<u></u>
5-18-03	<u></u>
5-18-04	<u></u>
5-18-05	<u></u>
5-18-06	<u></u>
5-18-07	<u></u>
5-18-08	<u></u>
5-18-09	<u></u>
5-18-10	<u></u>

Impacted Live Entertainment Venue Agreements

5-19 Declined ILEV Agreements

Identify any venue that requested an impacted live entertainment venue agreement or sought to discuss its status as a prospective impacted live entertainment venue, which the applicant declined. Please explain the reasons for declining and describe the nature of the discussions or negotiations the applicant had with the venue.

List of Attachments:

5-19-01	<u>Answer</u>
5-19-02	<u></u>
5-19-03	<u></u>
5-19-04	<u></u>
5-19-05	<u></u>
5-19-06	<u></u>
5-19-07	<u></u>
5-19-08	<u></u>
5-19-09	<u></u>
5-19-10	<u></u>

Impacted Live Entertainment Venue Agreements

5-20 Cross Marketing Agreements

List all cross-marketing agreements with impacted live entertainment venues the applicant has entered. If more space is needed, please use an attachment.

List of Cross-Marketing Agreements:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

List of Attachments:

5-20-01 <u>Answer</u>	5-20-03 _____
5-20-02 _____	5-20-04 _____
Check this box if you have additional attachments: <input type="checkbox"/>	

Impacted Live Entertainment Venue Agreements

5-21 Exclusivity with Entertainers

Provide a statement as to whether the applicant intends to incorporate a geographic exclusivity clause into agreements with its entertainers engaged to perform at a venue within its proposed Massachusetts gaming establishment. If so, please explain the nature of the agreements.

Please attach a detailed, written response to this question as attachment 5-21-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Greenwood Racing has not incorporated a geographic exclusivity clause with its entertainers engaged to perform at Parx Casino in Bensalem, and Raynham Park does not intend to incorporate such a clause into agreements with entertainers engaged to perform at its proposed gaming establishment.

List of Attachments:

5-21-01 <u>Answer</u>	5-21-11 _____
5-21-02 _____	5-21-12 _____
5-21-03 _____	5-21-13 _____
5-21-04 _____	5-21-14 _____
5-21-05 _____	5-21-15 _____
5-21-06 _____	5-21-16 _____
5-21-07 _____	5-21-17 _____
5-21-08 _____	5-21-18 _____
5-21-09 _____	5-21-19 _____
5-21-10 _____	5-21-20 _____

Check this box if you have additional attachments:

Protect and Enhance Lottery

5-22 State Lottery

Describe the plans, measures and steps the applicant intends to take to avoid any negative impact on the revenues currently generated by the Massachusetts State Lottery, including cross-marketing strategies with the lottery and increasing ticket sales to out-of-state residents. Further, provide a written plan demonstrating the manner in which the lottery and keno games shall be made readily accessible to the guests of the gaming establishment including the designation of any lottery outlet retail floor space. (See associated agreement in section [B. Signature Forms](#)).

Please attach a detailed, written response to this question as attachment 5-22-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park has developed plans to avoid any negative impact on lottery revenues by promoting signage and branding of the Lottery and by serving as a cashing facility for winning lottery tickets and potential reinvestment of those winnings. Furthermore, it will strategically place lottery and KENO games in various locations throughout the gaming establishment.

List of Attachments:

5-22-01 <u>Answer</u>	5-22-10 _____
5-22-02 <u>Lottery Contract</u>	5-22-11 _____
5-22-03 <u>PA Lottery Letter</u>	5-22-12 _____
5-22-04 <u>Lottery Machine Pic</u>	5-22-13 _____
5-22-05 _____	5-22-14 _____
5-22-06 _____	5-22-15 _____
5-22-07 _____	5-22-16 _____
5-22-08 _____	5-22-17 _____
5-22-09 _____	5-22-18 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-23 On Site Resources for Problem Gambling

Describe the on-site resources that will be accessible to those affected by gambling-related problems. (See associated agreement in section [B. Signature Forms](#))

Please attach a detailed, written response to this question as attachment 5-23-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park plans to make the following information accessible to those persons affected by problem gambling: (i) a list of problem gambling treatment providers; (ii) a directory of Gamblers Anonymous Massachusetts (or similar group) meetings and/or locations; and (iii) a directory of GAM-ANON Massachusetts meetings and/or locations. Besides the preceding treatment information, the Company plans to create and display Responsible Gaming brochures, Compulsive and Problem Gambling brochures and Self-Exclusion Program brochures.

List of Attachments:

5-23-01 <u>Answer</u>	5-23-11 _____
5-23-02 <u>Draft CPG Plan</u>	5-23-12 _____
5-23-03 _____	5-23-13 _____
5-23-04 _____	5-23-14 _____
5-23-05 _____	5-23-15 _____
5-23-06 _____	5-23-16 _____
5-23-07 _____	5-23-17 _____
5-23-08 _____	5-23-18 _____
5-23-09 _____	5-23-19 _____
5-23-10 _____	5-23-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-24 Problem Gambling Signage

Describe the signs, alerts and other information that will be available in the gaming establishment complex to identify the on-site resources available for those affected by gambling-related problems. (See associated agreement in section [B. Signature Forms](#))

Please attach a detailed, written response to this question as attachment 5-24-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Through its implementation of a CPG plan in Pennsylvania, Parx Casino has learned that the placement and display of on-site materials and resources at strategic and prominent locations throughout the casino are the best methods to disseminate such information. Parx Casino displays its on-site materials at cashier cages, the player services center, the casino credit room and its main welcome desk. Parx Casino's experience demonstrates that this simple method allows any person affected by problem gambling to easily and discreetly obtain the necessary on-site materials. Raynham Park supports this approach to information dissemination.

List of Attachments:

5-24-01 <u>Answer</u>	5-24-11 _____
5-24-02 _____	5-24-12 _____
5-24-03 _____	5-24-13 _____
5-24-04 _____	5-24-14 _____
5-24-05 _____	5-24-15 _____
5-24-06 _____	5-24-16 _____
5-24-07 _____	5-24-17 _____
5-24-08 _____	5-24-18 _____
5-24-09 _____	5-24-19 _____
5-24-10 _____	5-24-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-25 Self Exclusion Policies

Describe the exclusion policies that will be available for gaming establishment patrons and employees, including the process that will be utilized to notify individuals of the availability of self-exclusion and the steps that will be taken to assist those who request exclusion. (See associated agreement in section [B. Signature Forms](#))

Please attach a detailed, written response to this question as attachment 5-25-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park must create a clear and simple message about the self-exclusion process and its effects. The Self-Exclusion Program brochure would be one of these resources and would detail the process for self-exclusion with the Massachusetts Gaming Commission (MGC). Secondly, Raynham Park must extensively train its staff about the self-exclusion program. Raynham Park’s staff is the first line of communication with a patron.

List of Attachments:

5-25-01 <u>Answer</u>	5-25-11 _____
5-25-02 _____	5-25-12 _____
5-25-03 _____	5-25-13 _____
5-25-04 _____	5-25-14 _____
5-25-05 _____	5-25-15 _____
5-25-06 _____	5-25-16 _____
5-25-07 _____	5-25-17 _____
5-25-08 _____	5-25-18 _____
5-25-09 _____	5-25-19 _____
5-25-10 _____	5-25-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-26 Identification of Problem Gambling

Describe the initial and ongoing training that will be used to help gaming establishment employees identify those who may have gambling-related problems, or self-identify, and assist them to obtain help for those problems.

Please attach a detailed, written response to this question as attachment 5-26-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Prior to beginning any assigned duties, Raynham Park's staff will spend significant time in a classroom lecture with specific dedication to the issues of compulsive and problem gambling, the prohibition of underage gambling, the prohibition of gambling by intoxicated patrons and the identification and ejection of self-excluded persons. Moreover, the staff will receive annual reinforcement training in this same area.

List of Attachments:

5-26-01 <u>Answer</u>	5-26-11 _____
5-26-02 _____	5-26-12 _____
5-26-03 _____	5-26-13 _____
5-26-04 _____	5-26-14 _____
5-26-05 _____	5-26-15 _____
5-26-06 _____	5-26-16 _____
5-26-07 _____	5-26-17 _____
5-26-08 _____	5-26-18 _____
5-26-09 _____	5-26-19 _____
5-26-10 _____	5-26-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-27 Credit Extension Abuse

Describe the policies the applicant will use to ensure that credit extensions are not being abused by those with gambling-related problems.

Please attach a detailed, written response to this question as attachment 5-27-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

If a staff member believes the patron requesting credit could be a problem gambler, the proper procedures will be followed and facility management will discuss the issue with the patron. If there is no satisfactory resolution, Raynham Park’s Credit Department will consider the potential gaming-related issues in its evaluation for the credit extension.

List of Attachments:

5-27-01 <u>Answer</u>	5-27-11 _____
5-27-02 _____	5-27-12 _____
5-27-03 _____	5-27-13 _____
5-27-04 _____	5-27-14 _____
5-27-05 _____	5-27-15 _____
5-27-06 _____	5-27-16 _____
5-27-07 _____	5-27-17 _____
5-27-08 _____	5-27-18 _____
5-27-09 _____	5-27-19 _____
5-27-10 _____	5-27-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-28 Code of Ethics

Provide a copy of the code of ethics employees, including senior managers, are required to follow and the process by which the code is promulgated.

Please attach a detailed, written response to this question as attachment 5-28-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park intends to adopt the Code of Ethics that has been adopted by Parx Casino governing employee conduct at that facility. The Code of Ethics sets out the conduct required from all employee team members in order to maintain business success without compromising business principles. It will be included in the team member handbook which will be provided to all employees.

List of Attachments:

5-28-01 <u>Answer</u>	5-28-11 _____
5-28-02 <u>Code of Ethics</u>	5-28-12 _____
5-28-03 _____	5-28-13 _____
5-28-04 _____	5-28-14 _____
5-28-05 _____	5-28-15 _____
5-28-06 _____	5-28-16 _____
5-28-07 _____	5-28-17 _____
5-28-08 _____	5-28-18 _____
5-28-09 _____	5-28-19 _____
5-28-10 _____	5-28-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-29 Metrics for Problem Gambling

Describe the metrics the applicant will use to measure whether it is succeeding in its efforts to reduce gambling at its gaming establishment by those with gambling-related problems and the use to which those metrics will be put and provide the data those metrics have generated for each of the last five years at each of the applicant's facilities. Further, please describe how the applicant proposes to cooperate and support the Commission in the development of an annual research agenda as provided in G.L. c. 23K, §71.

Please attach a detailed, written response to this question as attachment 5-29-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Although Raynham Park has not developed plans to utilize metrics in evaluation of its CPG plan, Raynham Park will adopt and diligently implement any metrics system that this Commission and its policies and regulations require. Raynham Park will cooperate and support the Massachusetts Gaming Commission (MGC) to the fullest extent in connection with the annual research agenda required by the Expanded Gaming Act in any way that the MGC finds valuable.

List of Attachments:

5-29-01 <u>Answer</u>	5-29-10 _____
5-29-02 _____	5-29-11 _____
5-29-03 _____	5-29-12 _____
5-29-04 _____	5-29-13 _____
5-29-05 _____	5-29-14 _____
5-29-06 _____	5-29-15 _____
5-29-07 _____	5-29-16 _____
5-29-08 _____	5-29-17 _____
5-29-09 _____	5-29-18 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-30 Advertising Responsible Gambling

Describe the extent to which responsible gambling messages will be part of the applicant's advertising.

Please attach a detailed, written response to this question as attachment 5-30-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

In regards to advertisements, Raynham Park will first comply with any and all requirements promulgated by the Massachusetts Gaming Commission (MGC). Absent guidance from the MGC, Raynham Park will ensure that a gambling assistance message (e.g., "Gambling Problem? Call 1-800-GAMBLER.") is displayed on all gaming-related advertisements, including newspaper advertisements, billboards, posters and wallscapes. Raynham Park will ensure that the gambling assistance message is also displayed on its web page, social media sites, radio advertisements and television commercials. The gambling assistance message will be displayed throughout Raynham Park's casino on various screens, player account cards, slot machine vouchers and ticket redemption machines. The gambling assistance message provides the easiest, fastest and most discreet method to obtain assistance for a problem gambler.

List of Attachments:

5-30-01 <u>Answer</u>	5-30-11 _____
5-30-02 _____	5-30-12 _____
5-30-03 _____	5-30-13 _____
5-30-04 _____	5-30-14 _____
5-30-05 _____	5-30-15 _____
5-30-06 _____	5-30-16 _____
5-30-07 _____	5-30-17 _____
5-30-08 _____	5-30-18 _____
5-30-09 _____	5-30-19 _____
5-30-10 _____	5-30-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-31 Treatment and Prevention

Describe the plans the applicant has to coordinate with local providers to facilitate assistance and treatment for those with gambling-related problems and plans to develop prevention programs targeted toward vulnerable populations as the term is defined by 205 CMR 102.02.

Please attach a detailed, written response to this question as attachment 5-31-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park plans to coordinate with local treatment providers and other vital stakeholders, especially the Massachusetts Council on Compulsive Gambling, regarding available treatment options. Raynham Park will also consult with local providers regarding the content, guidelines and advice in its Responsible Gaming brochures, Problem Gambling Procedures and Self Exclusion brochures. After coordinating with the local providers, Raynham Park will ensure that its staff is intensively trained regarding the available treatment options and the myriad of ways to seek assistance from local providers.

List of Attachments:

5-31-01 <u>Answer</u>	5-31-11 _____
5-31-02 _____	5-31-12 _____
5-31-03 _____	5-31-13 _____
5-31-04 _____	5-31-14 _____
5-31-05 _____	5-31-15 _____
5-31-06 _____	5-31-16 _____
5-31-07 _____	5-31-17 _____
5-31-08 _____	5-31-18 _____
5-31-09 _____	5-31-19 _____
5-31-10 _____	5-31-20 _____

Check this box if you have additional attachments:

Implement Measures to Address Problem Gambling

5-32 Historical Efforts Against Problem Gambling

Describe the processes the applicant uses to address problem gambling at the other facilities it owns or controls, the effectiveness of those processes, and the metrics the applicant uses to determine the effects.

Please attach a detailed, written response to this question as attachment 5-32-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Parx Casino addresses problem gambling at its facility by focusing on its Compulsive and Problem Gambling (CPG) Plan, which is very similar to the draft Raynham Park CPG Plan included as 5-23-02, and its corresponding components. Specifically, Parx Casino trains its Pennsylvania staff extensively regarding problem gambling awareness, responsible gaming and the CPG Plan. As previously discussed, Parx Casino has a Responsible Gaming Committee that monitors its responsible gaming program, including its CPG Plan, employee training, various responsible gaming issues and trends at its facility. The Company’s Responsible Gaming Committee meets quarterly to discuss these various issues.

List of Attachments:

5-32-01 <u>Answer</u>	5-32-11 _____
5-32-02 _____	5-32-12 _____
5-32-03 _____	5-32-13 _____
5-32-04 _____	5-32-14 _____
5-32-05 _____	5-32-15 _____
5-32-06 _____	5-32-16 _____
5-32-07 _____	5-32-17 _____
5-32-08 _____	5-32-18 _____
5-32-09 _____	5-32-19 _____
5-32-10 _____	5-32-20 _____

Check this box if you have additional attachments:

Traffic

5-33 Traffic Control Measures

Describe the plans for traffic control measures the applicant proposes for the gaming establishment complex and the surrounding areas, the expected total vehicle traffic generated by the site, and plans for mitigating vehicle trips to and from the site both during construction and operation of the facilities. Further, describe efforts to encourage public transportation options to access the site, and pedestrian access and amenities of the site and surrounding area.

Please attach a detailed, written response to this question as attachment 5-33-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The proposed Project may add approximately 5,800 trips per day to the existing Site for an estimated total of 7,500 trips per day. A traffic management plan will be prepared for the construction phases of the Project. The plan will likely recommend the use of 495 to avoid trips through Easton and the Route 138/106 intersection. Construction deliveries to the Site will use only non-local roadways, and will be scheduled to occur during non-peak traffic periods. A final traffic management plan will be coordinated with MassDOT, the Town of Raynham, and the Town of Easton.

Efforts to encourage public transportation via commuter rail service to the Site are part of Phase IV of the Project.

List of Attachments:

5-33-01 <u>Answer</u>	5-33-10 _____
5-33-02 <u>Traffic Impact Report</u>	5-33-11 _____
5-33-03 <u>MASSDOT Plans</u>	5-33-12 _____
5-33-04 _____	5-33-13 _____
5-33-05 _____	5-33-14 _____
5-33-06 _____	5-33-15 _____
5-33-07 _____	5-33-16 _____
5-33-08 _____	5-33-17 _____
5-33-09 _____	5-33-18 _____

Check this box if you have additional attachments:

Traffic

5-34 Traffic for Special Events

Describe the applicant’s plans for accommodating special events and the traffic those events may generate.

Please attach a detailed, written response to this question as attachment 5-34-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Design of the proposed parking lots for Raynham Park Casino considered all proposed uses through phase 3, including the entertainment venue. There are no special events planned at this time that would exceed the design capacity of these venues and result in an increased demand for parking spaces or require increased traffic accommodation plans.

List of Attachments:

5-34-01 <u>Answer</u>	5-34-11 _____
5-34-02 _____	5-34-12 _____
5-34-03 _____	5-34-13 _____
5-34-04 _____	5-34-14 _____
5-34-05 _____	5-34-15 _____
5-34-06 _____	5-34-16 _____
5-34-07 _____	5-34-17 _____
5-34-08 _____	5-34-18 _____
5-34-09 _____	5-34-19 _____
5-34-10 _____	5-34-20 _____

Check this box if you have additional attachments:

Traffic

5-35 Snow Removal

Describe the applicant's snow-removal plans.

Please attach a detailed, written response to this question as attachment 5-35-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park is concerned with protecting the environment while expeditiously addressing snow removal. Consequently, it has worked closely with Nitsch Engineering to develop a Long-Term Pollution Prevention Plan and Stormwater Operation and Maintenance Plan. These plans include a Snow Storage Plan which calls for snow to be pushed to the designated snow removal area. The plans are in accordance with DEP Guideline BRP601-01, and address the appropriate use of road salt and magnesium chloride.

List of Attachments:

5-35-01 <u>Answer</u>	5-35-11 _____
5-35-02 <u>ENF, Att C, App C3, pp 4-5</u>	5-35-12 _____
5-35-03 _____	5-35-13 _____
5-35-04 _____	5-35-14 _____
5-35-05 _____	5-35-15 _____
5-35-06 _____	5-35-16 _____
5-35-07 _____	5-35-17 _____
5-35-08 _____	5-35-18 _____
5-35-09 _____	5-35-19 _____
5-35-10 _____	5-35-20 _____

Check this box if you have additional attachments:

Other

5-36 Housing

Provide an assessment of the likely impact on the housing stock in the host and surrounding communities resulting from the new jobs the gaming establishment provides, and the steps the applicant plans to take to remedy any negative impacts.

Please attach a detailed, written response to this question as attachment 5-36-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Based on its location, Raynham Park Casino is expected to have no discernible negative impacts on the housing stock in the Town of Raynham and the nearby communities. The casino site is considerably removed from residential areas and supported by excellent transportation infrastructure. Far from creating any negative impacts, the housing stock and home values surrounding Raynham Park should benefit from the proposed casino and entertainment facility and the over 800 quality jobs it will bring to the area.

List of Attachments:

5-36-01 <u>Answer</u>	5-36-11 _____
5-36-02 _____	5-36-12 _____
5-36-03 _____	5-36-13 _____
5-36-04 _____	5-36-14 _____
5-36-05 _____	5-36-15 _____
5-36-06 _____	5-36-16 _____
5-36-07 _____	5-36-17 _____
5-36-08 _____	5-36-18 _____
5-36-09 _____	5-36-19 _____
5-36-10 _____	5-36-20 _____

Check this box if you have additional attachments:

Other

5-37 School Population

Provide an assessment of the likely impact on school populations in the host and surrounding communities resulting from new jobs the gaming establishment provides, and the steps the applicant plans to take to remedy any negative impacts. Also, please describe the proximity and potential impact of the gaming establishment to local schools, religious institutions and facilities, and public fields and parks, including any plans designed to avoid interference with school buses, student drop-offs, local athletic events, and other education related activities, especially during peak student transportation hours.

Please attach a detailed, written response to this question as attachment 5-37-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

Raynham Park will have no meaningful impact on surrounding school populations. Since nearly all of new jobs created by the project will be held by existing residents, Raynham Park will not produce any material influx of new school age children into the surrounding vicinity. Likewise, Raynham Park will have no impact on local schools, religious facilities, or public fields or parks, as no such locales are within a reasonable proximity of the facility's site.

List of Attachments:

5-37-01 <u>Answer</u>	5-37-09 _____
5-37-02 _____	5-37-10 _____
5-37-03 _____	5-37-11 _____
5-37-04 _____	5-37-12 _____
5-37-05 _____	5-37-13 _____
5-37-06 _____	5-37-14 _____
5-37-07 _____	5-37-15 _____
5-37-08 _____	5-37-16 _____

Check this box if you have additional attachments:

Other

5-38 Emergency Services Available

Provide an analysis of available police, fire and emergency medical services available to the gaming establishment complex, the adequacy of those resources, the steps the applicant plans to take to remedy any deficiencies, and the agreements the applicant has made with the service providers to ensure that the appropriate levels of protection are available.

Please attach a detailed, written response to this question as attachment 5-38-01 and provide a brief overview of your response in this box. The response provided in this box will be released to the public.

The site will be serviced primarily by Town of Raynham Police and Fire for response to a call at the facility. Raynham is already providing police, fire, and emergency medical services to the project site for a very similar use, and the new project is not anticipated to require increased municipal services. As part of the traffic study, an analysis was performed to determine response times to the site (attached). This information is being used in the on-going discussions with the Town of Raynham. The Site is currently a gaming operation facility featuring simulcast racing and has both food and alcohol services. The proposed project will maintain the simulcast racing and add slots, plus expand food and alcohol services and add an entertainment venue (Phase 2). Based on the Town of Raynham’s experience with the Site when it was a fully functioning Dog Track with similar uses, there is not anticipated to be a significant impact on the public safety departments in nearby communities. The Owner is working with Town of Raynham to ensure that adequate resources will be dedicated to the Project Site to avoid/minimize reliance on Police and Fire in Easton.

List of Attachments:

5-38-01 <u>Answer</u>	5-38-11 _____
5-38-02 <u>NC Impact Report, p. 20</u>	5-38-12 _____
5-38-03 _____	5-38-13 _____
5-38-04 _____	5-38-14 _____
5-38-05 _____	5-38-15 _____
5-38-06 _____	5-38-16 _____
5-38-07 _____	5-38-17 _____
5-38-08 _____	5-38-18 _____
5-38-09 _____	5-38-19 _____
5-38-10 _____	5-38-20 _____

Check this box if you have additional attachments:

B. SIGNATURE FORMS

LICENSING FEES

An applicant must demonstrate that it is able to pay the licensing fee (\$85,000,000 for a Category 1 license and \$25,000,000 for a Category 2 license) in the event that it is awarded a license. The Commission will refer to the applicant’s RFA-1 application and responses to relevant questions in the RFA-2 application to make this determination. The applicant may attach additional documentation or provide further evidence as to its ability to pay. Further, the applicant must commit to paying the gaming licensing fee in the event that it is awarded a license. Pursuant to 205 CMR 118.06(5), the ‘award’ of a gaming license shall be deemed to have occurred immediately upon a majority vote by the commission to issue a license to an applicant. In accordance with 205 CMR 121.02, if the successful applicant fails to pay all required licensing fees within 30 days after the vote by the Commission to award the license, the Commission may take any remedial action it deems necessary up to and including revocation of the gaming license and re-awarding the license. **Please insert the applicant’s name and sign below:**

_____ *hereby commits to pay all required licensing fees within 30 days of the award of the license in accordance with 205 CMR 121.00 in the event that it is awarded a gaming license.*

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

CAPITAL INVESTMENT

In accordance with the design plans submitted in accordance with sections 4-4 and 4-5 of the RFA-2 application the applicant must agree to invest not less than \$500,000,000 into a Category 1 gaming establishment or \$125,000,000 into a Category 2 gaming establishment. Further, unless granted leave by the Commission, the applicant must agree to expend at least the amount identified as the capital investment in accordance with section 2-27 of the RFA-2 application.

Please insert the applicant’s name and sign below:

_____ *hereby commits, at a minimum, to make the capital investments identified in the RFA-2 application in the event that it is awarded a license unless granted leave by the Commission.*

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

AFFIRMATIVE ACTION PROGRAM OF EQUAL OPPORTUNITY

The applicant must agree to abide by an affirmative action program of equal opportunity, as referenced in question 3-7, whereby the applicant establishes specific goals for the utilization of minorities, women and veterans on construction jobs; provided, however, that such goals shall be equal to or greater than the goals contained in the executive office for administration and finance Administration Bulletin Number 14. **Please insert the applicant's name and sign below:**

_____ *hereby commits to abide by the affirmative action program of equal opportunity submitted in response to question 3-7 of this Application (and subject to Commission approval).*

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

MARKETING TO MINORITY, WOMEN, AND VETERAN BUSINESSES

The applicant must agree to abide by a marketing program, as referenced in question 3-20, for utilization of: (i) minority business enterprises, women business enterprises and veteran business enterprises to participate as contractors in the design of the gaming establishment; (ii) minority business enterprises, women business enterprises and veteran business enterprises to participate as contractors in the construction of the gaming establishment; and (iii) minority business enterprises, women business enterprises and veteran business enterprises to participate as vendors in the provision of goods and services procured by the gaming establishment and any businesses operated as part of the gaming establishment.

_____ *hereby commits to abide by the marketing program submitted in response to question 3-20 of this Application.*

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

PUBLIC HEALTH MITIGATION

*In the event that it is awarded a gaming license, _____ hereby agrees, in accordance with G.L. c.23K, §9(a)(8), to mitigate the potential negative public health consequences associated with gambling and the operation of a gaming establishment, including: (i) maintaining a smoke-free environment within the gaming establishment under G.L. c.270, §22; (ii) providing complimentary on-site space for an independent substance abuse and mental health counseling service to be selected by the Commission; (iii) prominently displaying information on the signs of problem gambling and how to access assistance; (iv) describing a process for individuals to exclude their names and contact information from a gaming licensee’s database or any other list held by the gaming licensee for use in marketing or promotional communications; and (v) instituting other public health strategies as determined by the commission. **Please insert the applicant’s name and sign below.***

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

STATE LOTTERY SALES AGENT

The applicant is required to agree to be a licensed state lottery sales agent under G.L. c.10 to sell or operate lottery, multi-jurisdictional and keno games; demonstrate that the lottery and keno games shall be readily accessible to the guests of the gaming establishment and agree that, as a condition of its license to operate a gaming establishment, it will not create, promote, operate or sell games that are similar to or in direct competition, as determined by the commission, with games offered by the state lottery commission, including the lottery instant games or its lotto style games such as keno or its multi-jurisdictional games. **Please insert the applicant's name and sign below:**

In the event that it is awarded a license, _____ hereby agrees to be a licensed lottery sales agent under G.L. c.10, to sell or operate lottery, multi-jurisdictional and keno games, and that it will not create, promote, operate or sell games that are similar to or in direct competition, as determined by the Massachusetts Gaming Commission, with games offered by the Massachusetts State Lottery Commission, including the lottery instant games or its lotto style games such as keno or its multi-jurisdictional games.

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

COMMITMENT TO COMMUNITY MITIGATION

The applicant is required to commit to supporting its community mitigation plan under 205 CMR 119.01(6) and (11). **Please insert the applicant's name and sign below:**

If awarded a license, _____ hereby agrees to commit to the community mitigation plans it entered into as part of the host community agreement(s) and surrounding community agreements relative to the construction and operation of a gaming establishment.

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

VERIFICATION AND AUTHENTICATION

The applicant, _____, hereby authorizes the Commission, the Executive Director of the Commission, the Investigations and Enforcement Bureau, and/or their respective designees to take all necessary and reasonable steps to verify and authenticate any information or materials submitted in conjunction with this application and agrees to fully cooperate in such an inquiry. Further, the applicant is aware that if any of the responses to any question in this application are determined to be false, or if they are misleading, the application may be denied. The applicant acknowledges its continuing duty to provide updated information and/or promptly notify the Commission of any changes to the information or materials, of which it becomes aware or should be aware, that were provided in response to any question in this application.

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

ATTESTATION

I, _____, on behalf of _____ hereby swear or affirm under the pains and penalties of perjury that the information contained in this RFA-2 Application form and all materials accompanying said form are true and accurate to the best of my knowledge and understanding; that I have reviewed the information contained in the RFA-2 Application form for accuracy; that I read and understand the questions and responses on the RFA-2 Application form; that any document accompanying this RFA-2 application that is not an original document is a true copy of the original document; that I have read and understood all applicable provisions of 205 CMR and G.L. c.23K; that the applicant agrees to all terms, conditions, and obligations made applicable to all applicants for a gaming license; that in the event that the applicant is awarded a gaming license it agrees to all obligations, terms, and conditions imposed upon a successful applicant; and that I am authorized to submit this application on behalf of the applicant.

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

WAIVER OF LIABILITY

_____ hereby holds the Commonwealth of Massachusetts and its instrumentalities and agents, including but not limited to the Massachusetts Gaming Commission and its agents, representatives and employees harmless, both individually and collectively, from any and all claims of liability for damages of whatever kind, resulting at any time from any disclosure or publication of information acquired during the application process or the use of any information provided in furtherance of this application.

Name of Authorized Individual

Signature of authorized individual

Position with applicant

Date

C. PUBLIC RECORDS

The Public Records Law in Massachusetts provides that “[e]very person having custody of any public record, [] shall, at reasonable times and without unreasonable delay, permit it, or any segregable portion of a record which is an independent public record, to be inspected and examined by any person.” See [G.L. c.66, §10\(a\)](#). Further, the Gaming Act included specific language relative to gaming applications. The applicable law states that “[a]pplications for licenses shall be public records under section 10 of chapter 66; provided however, that trade secrets, competitively-sensitive or other proprietary information provided in the course of an application for a gaming license under this chapter, the disclosure of which would place the applicant at a competitive disadvantage, may be withheld from disclosure under chapter 66.” See [G.L. c.23K, §9\(b\)](#). Additionally, there are [20 statutory exemptions](#) from the [definition](#) of the term *public record*. Given the breadth of this application and the volume of attached materials, in an effort to provide clarity to the applicants and the public as to which materials the Commission anticipates withholding from public disclosure in response to any request for public records, this guidance is provided.

As articulated in the [Instructions section](#) of this application, the Commission intends to release the entire completed Application Form itself to the public in response to a request for public records. Some of the attachments, however, will be withheld from public release by the Commission on the grounds that they meet an exemption to the definition of the term *public record*. The most commonly asserted exemption as it applies to the public release of this RFA-2 application will be the statutory exemption: G.L. c.4, §7(26)(a). In this case, the so called statutory exemption relates to the aforementioned exemption included in G.L. c.23K, §9(b) for “trade secrets, competitively-sensitive or other proprietary information provided in the course of an application for a gaming license [], the disclosure of which would place the applicant at a competitive disadvantage” To that end, the Commission has determined that the attachments provided by an applicant in response to the questions articulated below will presumptively contain information triggering the statutory exemption and accordingly will be withheld if the applicant so elects by checking the corresponding ‘YES’ box on the chart below, and electronically labels the document ‘CONFIDENTIAL’ in accordance with the [Electronic Application Format](#) instructions. To the extent that the applicant does not believe that the exemption applies, or otherwise does not seek the assertion of the exemption, it may assent to the release of the materials by checking the corresponding ‘NO’ box on the chart below. This chart, along with these instructions, shall serve as the specimen form referenced in 205 CMR 103.09.

In accordance with 205 CMR 103.09, all information submitted by an applicant in the RFA-2 application, other than that identified in the chart below, shall be presumed to be available for public disclosure on request unless an applicant demonstrates or the Commission otherwise finds that a separable portion of the information is exempt from disclosure pursuant to 205 CMR 103.02(1) through (5). Applicants shall make such a demonstration in accordance with the provisions of 205 CMR 103.10 through 103.12.

Unless indicated otherwise, the Commission has determined that the attachments to each of the questions identified below presumptively contain trade secrets, competitively-sensitive or other proprietary information that will be provided in the course of an application for a gaming license, the disclosure of which would place the applicant at a competitive disadvantage. Please check 'YES' if the applicant agrees with that assessment as it pertains to the attachments or 'NO' if the applicant assents to the public release of the attachments accompanying the subject question. If the applicant assents to the release of some, but not all, of the attachments to a particular question, those documents which the applicant would like to release should be noted in the 'OTHER' column and should not be marked 'CONFIDENTIAL' in accordance with [Electronic Application Format](#) instructions. If the applicant is of the belief that a different exemption applies, that exemption should be cited in the 'OTHER' column. Any request for exempt status for any document not already identified in this chart may be included in the spaces provided at the end of the chart with all information required in accordance with 205 CMR 103.10 attached including a citation to the exemption the applicant believes to be applicable. If additional pages are required to specify why something should be confidential, please use attachment "C-01-01 Confidentiality Request".

QUESTION #	QUESTION TITLE	YES	NO	OTHER
A-14	Table of Organization	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
1-4	Competitive Environment	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
1-6	Collaborative Marketing	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-5	Audited Financial Statements	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-6	Unaudited Financials and SEC Filings (note- exemption applies to unaudited financials only)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-7	Financing Structure	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-8	Budget	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-9	Significant Economic Downturn	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-10	Timeline for Construction	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-11	Pro-forma Cash Flow	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

QUESTION #	QUESTION TITLE	YES	NO	OTHER
2-12	Credit Arrangements and Financial Commitments	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-17	Supplemental Documentation of Financial Suitability and Responsibility	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
2-18	Revenue Generation	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-19	Projected Gaming Revenue	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-20	Projected Non-Gaming Revenue	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-21	Projected Tax Revenue to the Commonwealth	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-22	Internal Controls	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-23	Maximizing In-State Revenue	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-24	Customer Cross-Marketing	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-25	History of Revenue	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-26	Market Analysis	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-27	Capital Investment	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-30	Construction Plan	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-31	Business Plan	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-33	Competition from Internet Gaming	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
2-34	Marketing Plan	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-36	Marketing to Out of State Visitors and Use of Junkets	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
2-37	Marketing to In-State Visitors	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

QUESTION #	QUESTION TITLE	YES	NO	OTHER
2-38	Secure a Robust Gaming Market	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
3-8	Workforce Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
3-12	Employee Retention Record	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
3-25	Cross Marketing	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
3-26	Collaboration with Tourism and Other Industries	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
3-27	International Marketing Efforts	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
3-29	Unique Business and Marketing Strategies	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4-10	Gaming (only with regard to special high limit or VIP areas)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4-59	Grid Failure (additional exemption- G.L. c.4, §7(26)(n))	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4-60	Surveillance (additional exemption- G.L. c.4, §7(26)(n))	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4-62	Emergency Response	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4-64	Remote Regulatory Surveillance (additional exemption- G.L. c.4, §7(26)(n))	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4-65	Excluding Minors (additional exemption- G.L. c.4, §7(26)(n))	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
4-66	Security of Premises (additional exemption- G.L. c.4, §7(26)(n))	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
4-67	History of Security (additional exemption- G.L. c.4, §7(26)(n))	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
4-68	Computerized Accounting and Auditing	<input type="checkbox"/>	<input checked="" type="checkbox"/>	

QUESTION #	QUESTION TITLE	YES	NO	OTHER
5-21	Exclusivity with Entertainers	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
5-29	Metrics for Problem Gambling	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
5-32	Historical Efforts Against Problem Gambling	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
2-04	Land	<input checked="" type="checkbox"/>	<input type="checkbox"/>	See Attachment C-01-01
3-02	Employees	<input checked="" type="checkbox"/>	<input type="checkbox"/>	See Attachment C-01-02
3-16	Local Business Owners	<input checked="" type="checkbox"/>	<input type="checkbox"/>	See Attachment C-01-03
4-05	Schematic Design	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Attachments 4-05-03, 4-05-04, 4-05-10 and 4-05-11 are confidential. The
		<input type="checkbox"/>	<input type="checkbox"/>	remaining exhibits are public. See Attachment C-01-04
3-01		<input checked="" type="checkbox"/>	<input type="checkbox"/>	See Attachment C-01-05
		<input type="checkbox"/>	<input type="checkbox"/>	
		<input type="checkbox"/>	<input type="checkbox"/>	
		<input type="checkbox"/>	<input type="checkbox"/>	
		<input type="checkbox"/>	<input type="checkbox"/>	
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		<input type="checkbox"/>	<input type="checkbox"/>	
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		<input type="checkbox"/>	<input type="checkbox"/>	
		<input type="checkbox"/>	<input type="checkbox"/>	